

GRAIN & FEED JOURNALS

CONSOLIDATED

A Merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter

Grain and Feed Dealers National Ass'n Golden Anniversary

The Cocktail Party at the Chicago Board of Trade



Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them. The cost is only \$12 per year.

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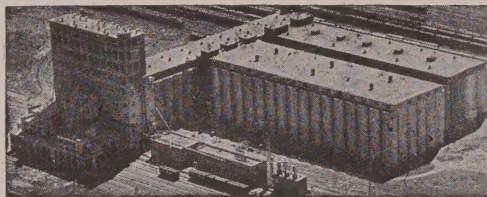
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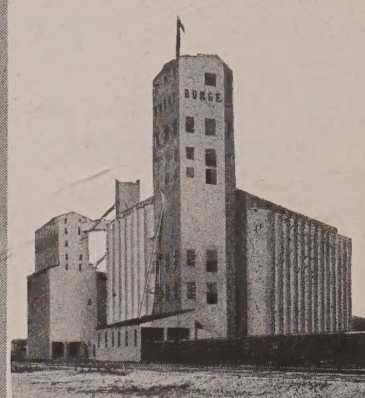
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BUFFALO

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Start: *2 2 8*
Date: *Nov. 21, 1944*
Partial Draft if Any: *—*
Total: *82080*
PRINTED IN U. S. A.

FOR START
Car Initial: *M. K. I.*
Car Number: *75238*
Car Seal: *16920*
FOR FINISH

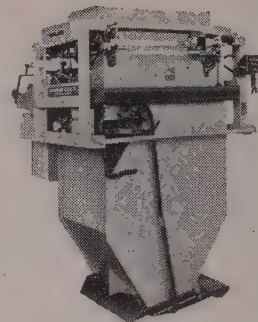
Kind of Grain: *Wheat*
Weigher in Box: *36*

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This is your check on the exact amounts of grain received; your insurance of correct counts and accurate weights—the ticket from a Richardson Automatic Receiving Scale. The automatic type-registering counter keeps an accurate record of the weight of all grain you actually receive . . . and thus safeguards your profits.

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PRICES? With the suspension of OPA controls Richardson Scale Company prices will contain no increase over the pre-war mark-up on shop costs, on labor and materials.

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It Must Be Handled With Care

Dust can be controlled. Engineering service is a part of Mill Mutual Insurance and our dust control bulletins and engineering data are offered without obligation to the milling and grain trade.

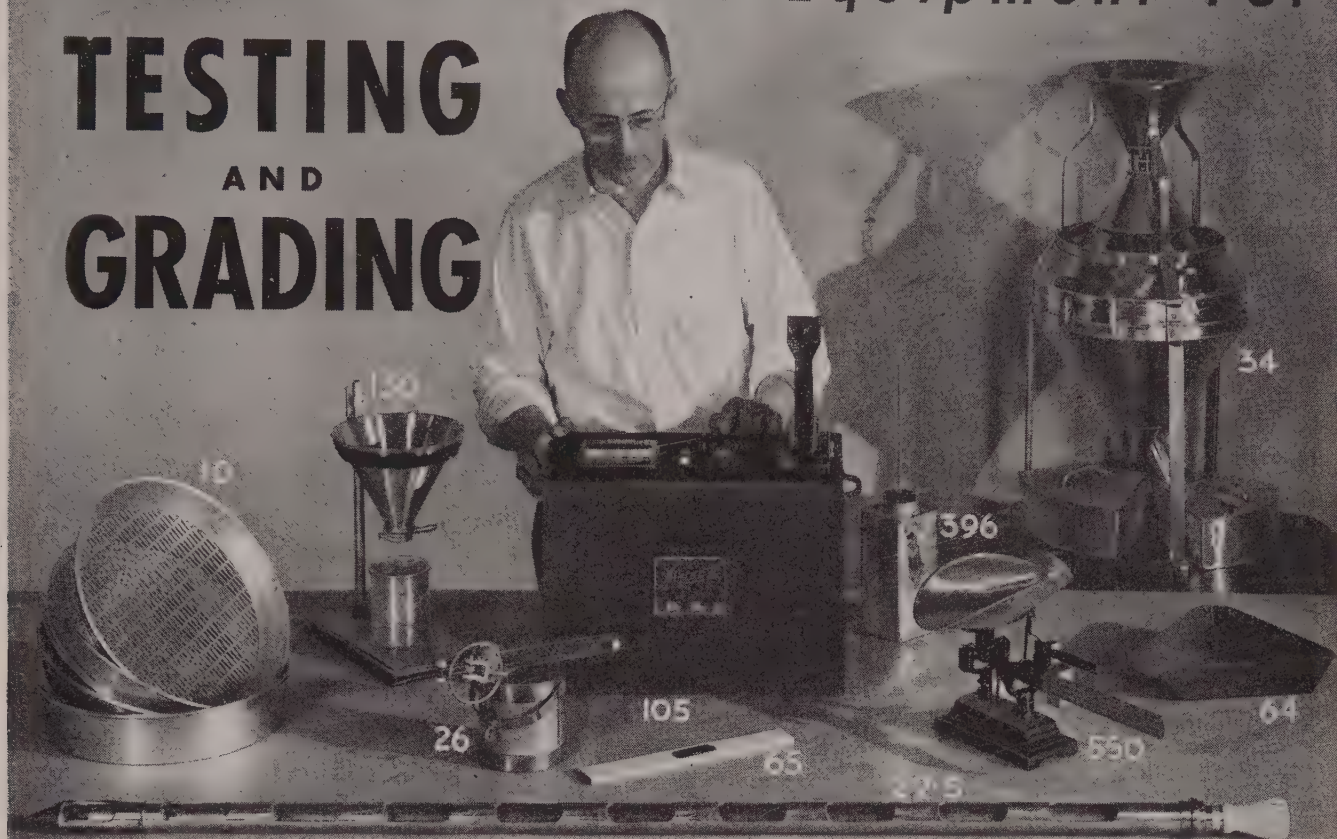
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Since 1912 Seedbuero has been considered headquarters for seed and grain testing and grading equipment. Let us help you solve your testing and grading problems.

#105 Steinlite Moisture Tester. America's most popular modern moisture tester for whole and processed grain. More in use than all other electric testers combined. Is fast, accurate and easy to use. Calibrated against official oven methods and guaranteed to give comparable results. Sold on Free Trial basis.

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Chicago 6, Illinois
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#34	#65	#22-5	#64	#550

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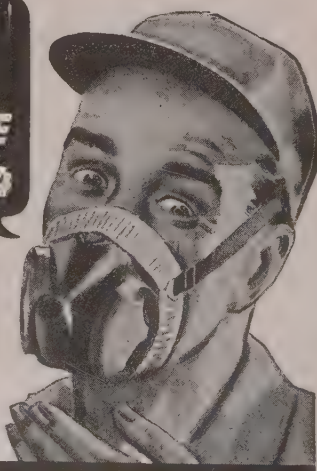
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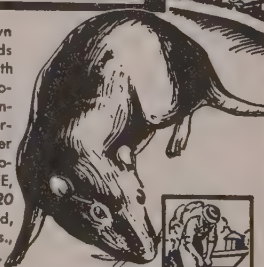
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● Grain and feed warehouses are a well known paradise for rats and mice. Save yourself hundreds of dollars of damage by using a few dollars' worth of CYANOGEN a year. CYANOGEN is a gas-producing powder—one whiff kills rats and mice instantly when blown into their hideouts and harborage. Keep a supply of CYANOGEN and a duster on hand—you will be amazed how easily and economically you can keep your place pest-free. SAFE, CERTAIN! Used by grain men and farmers for over 20 years. Write for special directions. Sold by drug, seed, hardware wholesalers. 1-lb., 75c; 5 lbs., \$3; 25-lbs., \$10; 100-lbs., \$25. Cyanogen Foot Pump Duster, \$7.



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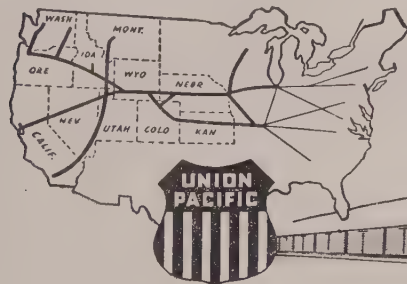


WITH the coming of the railroads, the western frontiers were conquered. They brought men, implements for building homes and towns, transportation for marketing products. Then factories were built. And industries thrived where railroads paved the way.

In the 13 great states served by Union Pacific.

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GRAIN & FEED JOURNALS Consolidated, 327 S. La Salle Street, Chicago

If you would avoid trade disputes, and differences and prevent expensive errors, use triplicating confirmation blanks. You retain tissue copy, sign and send original and duplicate to customer. He signs one and returns the other.

This places the entire burden for any misunderstanding of your intentions upon the other party and protects you against the expensive misinterpretation of your trades.

Wanted and For Sale

The rate for advertisements in this department is 30 cents per type line each insertion

BUSINESS OPPORTUNITY

IF YOU have experience in the country elevator business and are ambitious to own your own plant, we have one to fit most any size investment. Located in Indiana, Illinois, Ohio Southern Michigan. Many are bargains. Write Mid-West Business Exchange, 201½ North Michigan Street, Plymouth, Indiana.

FLOUR AND FEED JOBBERS seeing the need to manufacture their own products, also GI's with knowledge of the milling and grain industry, if looking for a business to buy, will do well to look into this unusual business opportunity. Owner of controlling interest, who has been in business 26 yrs., desires to retire, will sell his interest, or if desired it might be arranged to sell the entire set-up. Will price at reasonable figure, a going business, established, its product meeting consumer acceptance over a large area, manufacturing and selling flour, mill and sweet feeds, poultry mash, dairy and swine rations, under a private label. Plant operates full time, is located in best grain producing section of Oklahoma, in town of 5,000 population, where there are fine schools, churches, soft water and a citizenship above par. Plant consists of real estate owned 200 ft. by 240 ft. main section, on paved street well located, served by both the Rock Island and Katy R.R.'s, each at only 30 yds. north and south, respectively, from office and truck scales, grain elevators located on each and served by the one, main office and scale. Warehouse space about 18,000 sq. ft. floor. A 50 bbl. well equipped flour mill and machinery on hand to increase capacity up to 200 bbls. if desired, natural gas powered. Also feed manufacturing machinery for grinding, mixing, sewing bags, etc., electrically operated by individual motors. Grain and seed cleaning and processing department made up with overhead bins a-plenty, three screen type cleaners, two Hart Carters, disk cleaner separators, one Sutton, Steele & Steele gravity type seed grader, this department also equipped with single roll stand and screens for cracking and sifting corn in manufacture of poultry scratch feeds. Set-up is government licensed and bonded storage, capacity licensed, 100,000 bu. Additional machinery ready set in, sack cleaning and repair outfit with new Singer Patcher and Darnier, Draver master drive and four unit Draver feeders, Gump type (new). Merchandise deliveries made by company-owned trucks, the trucking equipment kept in good condition, two trucks practically new. This deal may be examined by appointment only, and if prospective buyer means business may have plenty of time to check all details from raw materials, on out to the consumer. Address 94S17, Grain & Feed Journals, Chicago 4, Ill.

ELEVATORS FOR SALE

FOR SALE—Grain Drier and small Elevator, I. C. R.R. siding, about 50 miles west of Chicago. Price \$11,500. Address 94Q13, Grain & Feed Journals, Chicago 4, Ill.

FOR SALE—17,000 bu. capacity grain elevator in central Illinois, heart of corn belt. Crib construction metal clad. Brick office. Concrete coal house. Address 94P2, Grain & Feed Journals, Chicago 4, Illinois.

FOR SALE—Three elevators at two locations, central Ill., no competition. Good volume over many years. Will make money for someone. Owner wishes to retire. Address 94S2, Grain & Feed Journals, Chicago 4, Ill.

FOR SALE—Elevator in central Ill. corn belt. Capacity 40,000 bu. Electrically equipped, metal clad, good coal shed metal clad, located at Spire, Ill., on I.C.R.R. Also a six-room dwelling house good repair on one acre of land. Can give possession at once. Write or call Spire Elevator Co., Minonk, Ill.

FOR SALE—Have a number of good, going country elevators for sale in Ohio, Indiana or Illinois. Some will pay for themselves in one year good management. Owned mostly by older men wanting to retire. If you want to buy, see or write us your needs. Availability of most our plants not publicly known. Mid-West Business Exchange, 201½ North Michigan St., Plymouth, Indiana.

ELEVATOR WANTED

WANTED TO BUY OR LEASE—A small country elevator in southern Michigan to be used for a feed grinding and corn buying station. Write or call Standish Milling Co., Phone 4031, Standish, Michigan.

HELP WANTED

WANTED—Young man for Traffic Department with well established feed manufacturer in Ohio. Must have working knowledge of railroad freight tariffs and willing to learn. Good opportunity for the right man. State reference, education, experience, and age. Address 94S21, Grain & Feed Journals, Chicago 4, Ill.

HELP WANTED—Position open January 1, 1947, for competent manager for country grain elevator. Must be experienced in grain, coal, sidelines and bookkeeping. Good position for right man. House furnished. Communicate with Arthur C. Dixon, Secretary, Missal Farmers' Grain Co., Route 1, Streator, Illinois.

HELP WANTED—Young man with at least 5 years' experience in processing, buying and selling seed. Must be capable of assuming responsibility as assistant manager now and competent to eventually manage completely a sizeable wholesale seed division. Only top flight prospects will be considered. There is a real opportunity for the right man. Address 94S14, Grain & Feed Journals, Chicago 4, Ill.

HELP WANTED—A large feed manufacturing plant located in southern Ohio is in need of a sober, industrious, experienced man whose character and ability can stand rigid investigation. He will be Superintendent of their 750,000 bushel storage elevator. He must be thoroughly experienced in handling grain and soft feed, and all phases of elevator operations including grain drying. Address 94P1, Grain & Feed Journals, Chicago 4, Ill.

SALESMAN—Full Time Representative wanted for Iowa on well established line of grain testing equipment and supplies sold to elevators, flour and feed mills, and seed houses. Present sales volume in this leading grain state plus large unrealized potential market assure high income to aggressive representative willing to travel and devote full time to line. Salary, expenses and bonus-commission arrangement. Applicant should be familiar with grain trade and must be a producer. Write giving full details of background and experience to Seedburo Equipment Company, 620 Brooks Bldg., Chicago 6, Illinois.

SITUATION WANTED

SITUATION WANTED—In elevator, Central Illinois preferred, as manager for owner who because of age or health wishes assistant who could leave part of salary in business for payment on share. 18 years' experience with grain, feed and grinding. In present employment 9 years. Address 94S1, Grain & Feed Journals, Chicago 4, Ill.

SITUATION WANTED—Manager with twenty years' experience in grain, feeds, seeds, fertilizer, and allied lines is free to take position immediately in northern Illinois, eastern Iowa, or southern Wisconsin. I have the best of background, record, references and ability for building up and holding a good class of farm trade. Address 94R1, Grain & Feed Journals, Chicago 4, Ill.

SITUATION WANTED—As manager of grain elevator. 19 years' experience as second man and as manager handling grain, feeds, seeds, coal, feed grinding and side lines. Prefer central or west central Illinois location. Can keep books of modern elevator set-up. Available after Oct. 15, 1946, for interview with any board of directors. Can furnish good references. Address 94S10, Grain & Feed Journals, Chicago 4, Illinois.

SITUATION WANTED—Man, 49, two years' banking, and twenty-five years' experience as manager and bookkeeper for farmer owned country grain elevator in his home town, handling grain, soy beans, fuel, fencing materials, seeds, feeds, drain tile, etc., wishes any kind of clerical work of which he is capable. Will go anywhere. Brokerage, commission house, merchandising, processing plant, or terminal elevator preferred, but will consider any country job in any line of business. Privately owned business preferred, but will consider any farmer owned business. Can furnish references. Harry Brennemann, Downs, Ill.

MACHINES FOR SALE

CORN CUTTER & Grader—has motor—used very little. 94A3, Grain & Feed Jnl's., Chicago.

For Sale—New and used hammer mills; also other milling equipment. H. H. Hussey, Box 162, Albert Lea, Minn.

FOR SALE—Grain blower, direct drive to Model A Ford motor, mounted on skids. Trusler-Behymer Grain Co., Emporia, Kans.

FEED MIXER—One-ton floor level feed; has motor good as new. Write 94A4, Grain & Feed Journals, Chicago 4, Ill.

HAMMER MILL with 25-HP. motor and all attachments. Priced to sell. Write 94A5, Grain & Feed Journals, Chicago 4, Ill.

FOR SALE—One Monitor No. 10 Large Size Oats Clipper. Good condition, at special bargain price. Bryan Farm Products, Bryan, O.

FEED MIXER for sale, has motor, and a late machine. Need space. Will sacrifice. Write 94A6, Grain & Feed Journals, Chicago 4, Ill.

FOR SALE—2½ Western Combined Sheller and Cleaner. Perfect condition. Available about Sept. 1st. Pumphrey Grain Elevator, Maunie, Illinois.

When you are in the market for new or used mill machinery—Electric Motors, or any other equipment, write J. E. Hagan Mill Machinery, 1522 E. High St., Jefferson City, Mo.

FOR SALE—New fan cooled motors in stock, 5 HP, 7½ HP, 10 HP, 15 HP, 60 HP, 75 HP and 100 HP, 1800 RM, for prompt shipment, also new explosion proof and regular hand compensators. D. E. Hughes Co., Hopkins, Mich.

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COARSE GRAIN
MERCHANDISERS & BROKERS
Board of Trade Bldg. Kansas City, Mo.

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FOR SALE—1,000 bu. Campbell Portable dryer with either oil or gas burner, and with or without power unit. Also 70 bu. Campbell with Link-Belt stoker. Cornhusker Hybrid Co., Fremont, Nebraska.

FOR SALE—1 Wagner 40 H.P. Slip Ring Motor, 3 phase, 60 cycle 1140 R.P.M. Complete with starting equipment.

1 Williams Hammer Mill with 50 H.P. Motor and Starter.
Eaton Milling Company, Eaton, Ohio.

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A. L. Smith Phone 26 Kamrar, Iowa

FOR SALE—One standard rope car puller, perfect condition.

Three Globe truck lifts.

One 15 HP. Fort Wayne motor, mounted.

One 3 HP. Westinghouse motor.

Some shafting, 1-15/16 and 1 1/4 inch.

All items priced reasonable.

C. C. Crawford Ida Grove, Iowa

FOR SALE—1-9 x 18 2 pair high Great Western Mill.

1-7 x 14 3 pair high N & M Mill.

1-24" Fords Hammermill.

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1-5 bushel Richardson Automatic Scale.

6-32x8 Wolf Centrifugal Reels.

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3-Model 6B Oliver Gravity Cleaners.

500-7 x 4 V Buckets.

General Mill Equipment Co.

Box 204 Kansas City, Mo.

FOR SALE—Double 9x24 N & M Roller Mill Dbl. 9x24 Smith Roller Mill.

3 Pair high 9x24.

2-3 Pair high 9x18 Mills.

1-24x8 Nordyke Reel.

1-200 bu. Cap. Monitor Separator.

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No. 3-8 section B & L Plansifter.

4 Stand 9x18 Wolf Rolls.

Other Machines. Ask for your Needs.

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FOR SALE—7 1/2 HP. Single Phase 220 volt Motor \$100.00.

1-3 HP. 220 volt Single Phase Motor.

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1- 1/4 HP. 220 volt Single Phase Motor.

Norris Elevator Co., Norris, Illinois

FOR SALE—Conveyors including Floor-to-Floor Conveyors, \$395.00; Bag and Box Pliers, \$530.00; 15 ton Truck Scales, \$450.00; 20 ton Truck Scales, \$510.00. Immediate delivery. Parts for all scales. Bonded Scale Co., 120 Bellview, Columbus, Ohio. Phone GA 5712-UN 2832 Evenings.

FOR SALE—1 No. 2 Gruendler, direct connected to 1-40 HP motor complete with starter, 220 volts.

1-No. 3 J. B. standard, direct connected to 1-50 HP motor with starter, 220 volts.

1-No. 2 J. B. direct connected to 1-25 HP. motor 220 volts.

1-Late type Bower mill direct connected to a new 75 HP. 1800 RPM. motor either 220 or 440 volts. D. E. Hughes Co., Hopkins, Mich.

FOR SALE—CAR LOADERS, Air Blast. One Ton Vertical Batch Mixers; One Emerson Cylinder Wheat Separator; Boss Car Loader; Corn Cutter; Two-Twenty Inch Eureka Aspirators; One-24" Beall Aspirator; One-10"x30" Nordyke & Marmon Dbl. Roller Mill; Nine 15"x30" Crimping or Flaking Rolls, only; One -2000 bu. Howe Elevator Hopper Scale; One Roscoe Ajax Oat Huller.

J. E. Hagan Mill Machinery

1522 East High Street Jefferson City, Mo.

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WANTED—Portable snap corn sheller in good condition. R. C. Davis Cotton & Grain Co., Charleston, Mo.

WANTED TO BUY—Richardson Scales, Bag Closing Machines and other good MILL, FEED & ELEVATOR EQUIPMENT.

J. E. Hagan Mill Machinery

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FOR SALE—1 15-ton Howe Scale.

1 10-ton Fairbanks Scale.

Both in good condition. Write Box 541, Nebraska City, Nebr.

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FOR SALE—Limited number 10 h.p., 3 phase, totally enclosed, new, Fairbanks-Morse motors. Capital Electric Co. (Tel. 33367), 209 E. 9th, Topeka, Kansas.

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Large stock of motors and generators, A.C. and D.C., new and rebuilt, at attractive prices. Special bargains in hammermill motors 25 to 100 hp., 1,200 to 3,600 rpm. Send us your inquiries. Expert repair service.

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Rockford Power Machinery Division

2401 Eleventh Street

Phone Main 1103

Rockford, Illinois

MOTOR WANTED

WANTED—One 250 HP. 3 phase 60 cycle 440 volt synchronous motor. D. E. Hughes Co., Hopkins, Mich.

WANTED—Single phase 7 1/2 H.P. electric motor. Strawn Crossing Grain Co., Box 32, Jacksonville, Illinois.

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FOR SALE—Carlots or less of best quality U. S. -13 and Ill. -21 hybrid seed corn now maturing under ideal conditions. Book your supply now. Write for particulars. Huey Seed Co., Carthage, Ill.

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FOR SALE—About 5,000 bu. kiln dried yellow salvage corn for sale in Chicago. Ask for samples if interested. Norris Grain Co., Board of Trade Bldg., Chicago 4, Ill.

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GRAIN RECEIVING REGISTER for recording loads of grain received from farmers. It contains 200 pages of ledger paper 8 1/2 x 13 3/4 inches, capacity for 8,200 loads. Some enter loads as received, others assign a page to each farmer, while others assign sections to different grains. Bound in strong board covers, canvas back. Headings of columns are: "Date, Name, Kind of Grain, Gross, Tare, Net, Bushels, Pounds, Price, Amount, Remarks." Weight, 2 1/4 lbs. Order Form 12AA. Price \$3.10, plus postage.

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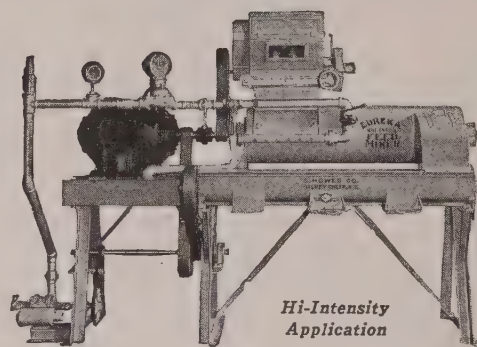
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LETTERS on subjects of interest to those engaged in the grain, feed and field seed trades, news items, reports on crops, grain movements, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. The service is free.

CHICAGO 4, ILL., SEPTEMBER 11, 1946

IGNORANCE lies at the foundation of the demand by a blackguard that every grain exchange be put out of business as a preliminary to the creation of a world food bank.

PRODUCERS, distributors and consumers still live in fear that on the first day of every month the commodity in which they are interested may be declared arbitrarily to be short supply, and to require ceiling recontrol.

STINKING SMUT in wheat is so widespread in some of the winter wheat states, grain buyers are discounting all infected lots heavily and even refusing to bid any price for some lots tendered at country stations, so that farmers are exercising unusual tactics to obtain acceptance of their delivery of infested wheat. Millers experience difficulty in making acceptable flour from the wheat so infected and, naturally, refuse to bid for such wheat. Hence it behooves country buyers to refuse to bid for it or else to discount every lot drastically.

THE ANNUAL EXPORTS of wheat, flour and feed have been enormous but the grain trade would have exported a large volume of foodstuffs generally if the C. C. C. had not broken into the export trade and tried to monopolize the business. We doubt that this branch of the government has increased the exports. The movement of all grains abroad has, no doubt, been large, but we feel that the suffering by reason of short food supplies in many European countries has been greatly reduced by exports through commercial channels.

BRITAIN'S agreement with Canada provides so much more wheat that England will have left over each year 60,000,000 bus. of wheat to resell to European consumers at lower prices than asked by the United States and Argentina. This low priced competition will be financed at the expense of wheat growers in the Dominion, mainly in the western prairie provinces, to which, of course, the Canadian French element in the east has no objection. The agreement must be condemned on general principles as unduly restricting international trade. Every nation should be free to sell its wheat to the highest bidder.

THE FINDING by the Agricultural Committee of the Chamber of Commerce of the United States that "In marketing its holdings the government has come into direct and destructive competition with producers and others," should be followed by positive action in the Congress leading to the divorce of government from the grain business. No longer is it pretended the government is forced into grain ownership by non-recourse loans. The C.C.C. now is bidding in the open market against millers and exporters for millions of bushels of wheat. The recent decision that the C.C.C. would no longer buy meat for foreign nations, could well be extended to wheat.

THE BOX CAR shortage is aggravated by the growing practice of labor making a holiday of Saturdays, according to officials of the American Ass'n of Railroads. The loss of one day per week for loading and unloading cars delays the turnaround of cars considerably. Strikes prevented reaching the goal of 80,000 new freight cars this year. Then, too, the construction of new cars and the handling of cars is hampered by the labor shortage due to the payment by the government of \$20 per week for not working. Governmental policy also is withholding from the carriers the increased rates required to pay wage advances and meet larger operating costs and a fair interest on the investment, leaving little or nothing for the purchase of new equipment.

CHAMPIONS of quicker emptying of box cars, no doubt, could obtain greater use of box cars in transporting grain if successful expediting of the unloading of box cars was obtained either through the more extensive use of car dumping equipment or the installation of hopper bottoms and faster elevating legs. Car dumpers are credited with greatly reducing the time required to unload grain and thereby increasing the use of the box car for transporting bulk grain. It is estimated that by speeding up the unloading facilities of receiving elevators, the service of every box car would be greatly increased and thereby obtain greater transportation service from every box car to the advantage of carriers and the shipping public generally.

MANY COMPLAINTS have been registered against changes in the federal rules for classifying grain of different kinds. Some objectors, no doubt, could profit in some sections of the trade if sharpeners were permitted to change the rules with every new crop. The practice in the past has been to reject all changes requested made in the rules unless unanimous approval were given. In the closing days of the last century the grain trade generally was bitterly opposed to each market having rules for classifying the grain handled in that market but this encumbered the grain trade with so many variations in classifying each grain all were glad when uniformity displaced the puzzling variety then used throughout the land. The National Association devoted hours to discussion of the puzzling discrepancies and since the uniform rules in all markets were adopted, the disputes and variations have diminished most satisfactorily.

OWNERS OF grain elevators and grain storehouses erected of combustible materials will be pleased to learn that fifteen per cent of all fires on which alarms have been sounded have been extinguished before the arrival of the local fire-fighting department. Sixty per cent of the fires which local departments were called upon to extinguish had been extinguished with the fire-fighting appliances so it would seem to the advantage of property owners generally to install fire-fighting appliances and practice their use occasionally so as to improve their efficiency when a fire is discovered. These statistics should stimulate the more extensive use of all hand appliances and thereby reduce the fire losses. The extinguishment of fires in their incipency has been credited more largely to water barrels and buckets than to other appliances. Everyone fully recognizes the efficiency of the water barrel and buckets, but this appliance can easily be supplemented by hand appliances without great expense.

The National Ass'n's Annual

The Golden Anniversary Convention celebrating the 50th Annual Meeting of the Grain & Feed Dealers National Association was surely one of the most interesting and most profitable meetings ever held by the grain trade. The various group gatherings indulged in a most intelligent discussion of the many factors involved in the different problems of the trade. Every subject was carefully analyzed and its puzzling features clarified. All members of the trade were invited to participate in the discussions and tell of the difficulties experienced in conducting business in their particular area. The members from different sections of the country entered into the discussions and questions most freely. All went home delighted with the information obtained from the free discussions. The attendance from every section was most encouraging and gave convincing proof of the deep interest taken by all dealers in the work of the National Ass'n. All departed eagerly wishing for another annual convention so enlightening, so informing. It is indeed unfortunate that more members of the trade did not take advantage of the learned discussions presented.

Diverting Grain to Trucks

The scarcity of non-leaking box cars has influenced the employment of many trucking companies which are now transporting a large volume of freshly harvested grain to central markets at a distance. Although the compulsory use of trucking companies in expediting the marketing of grain is saving many country elevators from heavy losses, it will also eventually result in the more general employment of trucking companies in marketing of surplus grain accumulated at country shipping points.

Piling perfectly good wheat on the ground which has been the common practice at many stations since the wheat harvest began is sure to result in country elevator operators chartering more truckers than ever. This diversion of grain from the railroads must be credited directly to the lack of foresight on the part of the rail carriers in assembling empty box cars in advance of harvest.

The movement of the new crop to central markets has been essential to the continued operation of country elevators now filled to capacity because good condition box cars are not obtainable at country stations. Elevator operators generally would prefer to relieve the congestion of their elevators by shipping out their accumulated surplus by rail but naturally they do not propose to stop shipping simply because the railroads cannot supply all the box cars needed. The extra labor of preparing the accumulated surplus for shipping by truck and insuring the delivery at an

appointed destination necessitates much greater care in preparing the trucked grain for safe delivery at assigned destination. Unless the rail carriers make a better preparation for transporting grain from country stations much of the freight long assigned to the rail carriers will naturally be diverted to the truckers and all because the carriers neglected to take care of the freight which preferably rides the rails to market.

Legislators Need Better Understanding of Marketing

One difficulty the representatives of the grain business have encountered at Washington is the fact the average Congressman is unaware that his constituents in his district approve of the legislation desired by the trade's representatives.

This lack of support from the country causes the arguments of trade leaders to fall on deaf ears. On the contrary, the lawmakers are glad to hear what their own people back home have to say.

A trade representative may have sound reason and logic in his suggestions on contemplated legislation, but they carry little weight. Suggestions from constituents are in a different class. They need have neither reason nor logic. The knowledge that his own voters back home want something done and are sufficiently interested to tell him about it spurs him into action.

The 23 senators in the southern cotton bloc knew what their people back home wanted, wherever ceilings of cotton were under consideration. The result is that the cotton growers have never suffered from a ceiling on their crop.

When the New England representatives in Congress found that the people back home believed that ceilings on grains were starving their poultry and farm animals they were favorable to clipping the wings of the O.P.A.

The removal of controls on some grains is only the beginning on the arduous road back to normal peacetime business. Much remains to be done.

From now on everyone connected with the distribution of grain in the country and on the exchanges must make it his duty to get into touch with the congressmen who have returned home and those elected in November. The indispensable part that the trade plays in handling the crops should be explained to them.

Going farther back, farmers and other businessmen should be informed that the exchanges are not gambling halls, but legitimate market-places with rules that promote competition among buyers of the crops. Sufficient of such education work will build up a public sentiment that will scotch any attack on the organized grain trade before it can get started.

A delegation once called on President

Coolidge to urge enactment of certain legislation. The President said "I am in favor of it, but you will have to work up public sentiment in favor."

Those of us engaged in the grain business know we are performing a great public service at low cost; but no one will know it until we tell them the facts.

Must Fight for Decontrol

To continue America's high standard of living and even to keep it from sinking to the lowest level, government control must be divorced from industry.

To this end we must resist such controls as are involved in the recent proposal of the Food and Agriculture Organization of the United Nations for a world food board to control the production and distribution of food everywhere in all lands.

It is planned that the Board have offices in each country to control acreage, prices and rationing.

This same U. N. R. R. A. has been shipping large quantities of food and machinery to Balkan countries that shoot down American aviators.

To double the daily food ration of the Chinese individual the food of the American citizen is to be cut in two. The scheme is calculated to impoverish America.

What these controls can do to our civilian economy is shown by what is happening in the meat industry.

Just when the grain merchants are looking forward to the day when our government will get out of the grain business, it is disconcerting to learn that the F. A. O. is scheming to perpetuate government strangling of private enterprise.

Coming Conventions

Trade conventions are always worth while as they afford live, progressive grain dealers a chance to meet other merchants from the same line of business under favorable conditions. You can not afford to pass up these opportunities to cultivate friendly relations and profit by the experience and study of others.

Sept. 30, Oct. 1—Illinois Feed Ass'n at Congress Hotel, Chicago, Ill.

Oct. 10, 11—National Mineral Feeds Ass'n, Fort Des Moines Hotel, Des Moines, Ia.

Oct. 11, 12. Western Seedsmens Ass'n, Hotel President, Kansas City, Mo.

Oct. 14. New York State Seed Ass'n at De Witt Clinton Hotel, Albany, N. Y.

Oct. 21, 22—Southern Feed Manufacturers' Ass'n at Andrew Johnson Hotel, Atlanta, Ga.

Oct. 25, 26. California Seed Ass'n at Hilton Hotel, Long Beach, Cal.

Oct. 31, Nov. 1. Michigan Associated Feed Men: Michigan State College, East Lansing, Mich.

Nov. 18, 19. Texas Seedsmens Ass'n, Corpus Christi, Tex.

Nov. 25, 26. Western Grain & Feed Ass'n, Des Moines, Ia. Annual meeting at Fort Des Moines Hotel.

Feb. 20, 21. Midwest Feed Manufacturers Ass'n, Kansas City, Mo.

The Grain Dealers National Ass'n's Golden Anniversary



President F. P. Heffelfinger of Minneapolis, Minn.

The first general session of the Fiftieth Anniversary Convention of the Grain & Feed Dealers National Ass'n was called to order at 9:53 a.m., Sept. 4, by Pres. F. Peavey Heffelfinger of Minneapolis in the Tower Room of the Stevens Hotel at Chicago, Ill.

Cash prizes were awarded those early in attendance at this session.

HARRY SCHAACK, pres. of the Chicago Board of Trade, delivered a welcoming address, in which he said:

It seems fitting that Chicago should have been selected at this particular time by the Grain and Feed Dealers National Ass'n as the city for its Annual Convention, in that it is the home of the largest grain exchange in the world, the Chicago Board of Trade. The Board is within hailing distance of its birthday of a century, and during its entire existence it has stood as a bulwark against the onslaughts of the proponents of totalitarianism in the grain industry and a planned economy. During the early years of its existence, in most of its efforts to preserve the fundamental principles of the present system for the distribution of grain, it was unaided—not because those engaged in the industry lacked faith in the system; but due primarily to the lack of other organizations within the grain industry.

I am happy to state that during the past half century other organizations have come into being which have given their able assistance in preventing the grower from being deprived of the open market system for the distribution of his products. Numbered among these is the

Grain and Feed Dealers National Association, which this year is celebrating its Golden Jubilee. On behalf of the Board of Trade, may I congratulate you on your tenacity in keeping your organization from disintegrating during the many trying periods of the past fifty years. It is our wish that your growth shall be constant and, as you advance in years and experience, that your importance in the industry and your usefulness to society shall increase.

The main purposes for the creation of your organization were not unlike those of the many other associations within the entire grain industry, namely, to promote uniform practices of trade and to preserve the high standard of business morals and ethics that are common to the industry generally. These objectives parallel somewhat those of our national democracy but, fortunately, they have been better preserved. As with other organizations representing industry, yours too has the same duty to society; and that is, to assist to the fullest extent of your ability in the preservation of the ideals and traditions of our national union, the United States of America.

Many of you gentlemen gave willingly and fully of your time and ability to our nation in the recent emergency. Through these experiences you have learned that while the Stars and Stripes is still the symbol of the "Land of the Free," there are at work within the governmental structure advocates of ideologies that are incompatible with what the flag symbolizes. That the original concepts of the form of government which was sponsored by our forefathers were basically sound has full proof in the fact that as a nation we have prospered and waxed strong under its precepts.

The "ism" that was uppermost in the minds of those who conceived our form of government was "Americanism" which had no counterpart in any of the parent countries of Europe. In the first 160 years there had been no radical departure from the original concept of our form of government, but in comparatively recent years a type of so-called American has infiltrated into the departmental structure of the government who seems imbued with the idea that the future progress of this nation depends upon how rapidly its resources can be dissipated and its system of free enterprise destroyed.

In recent years laws have been passed which by themselves do not appear to be unduly regulatory. Through the administration of some of these laws, however, we have discovered that what appeared to be comparatively harmless phrases have, because of interpretation, developed to be claims of grants of power that apparently were never so intended in the laws

themselves. This usurpation of power has brought with it administration by directives. Non-elected officials and career men now exert authority never prescribed by our Constitution. Not even by the widest stretch of the imagination can one bring himself to believe that the framers of our Constitution ever expected that under their concepts of a free government would the system of free enterprise be forced to fight for its existence. But that, gentlemen, we have now come to see and realize; and, unless adequate measures are taken to combat this vicious practice, our industry, as we know it, will pass from existence.

It has been said, "In unity there is strength," and history has proved the wisdom of this assertion. It seems incumbent upon us in the various branches of the grain industry to unite under one banner for our common good. The various segments of the grain industry are so interwoven one with the other that whatever is harmful to one is harmful to all. There are fundamental elements within our industry to which we all subscribe and which each segment should feel in duty bound to protect; and, by the same token, the vainglory obtained through the action of an individual segment of the industry can be hollow and eventually meaningless. The Good Book asks, "What profiteth it a man to gain the whole world and lose his own soul?" Relatively then, what would it profit a segment of our industry by individual action to accomplish a gain if through it the fundamental elements must be sacrificed or destroyed.

May I, as representing a component part of the industry, urge this Convention to use its good offices towards consolidating the many component parts of the industry into a solid force for the general good and welfare of the whole industry. I am not advocating a militant political organization to campaign to seat or unseat this or that seeker of public office, but most certainly all of us are cognizant of the fact that political organizations recognize and respect the combined voting force of well organized numbers. What I would suggest is a solid organization for defense, to sustain the principles of a free economy which permits of an unrestricted flow of commerce through normal trade channels at prices dictated by natural forces of supply and demand which, in late years, certain muddlers have sought to set aside by a planned and controlled economy.

During the past few years the problems which our industry has been forced to face have been great. Through our single or partially united efforts we have accomplished much, but there are still many turbulent waters to be navi-



Secy. Ron Kennedy; Pres. F. Peavey Heffelfinger; Executive Vice Pres. Ray Bowden.

gated. But, in the midst of a storm, a rainbow sometimes appears—and the recent action of the Decontrol Board might well be interpreted as a promise of better days to come. So why then, should we not man our ship with a full crew and bring her home to a safe berth.

Congratulations—on your Golden Anniversary!

Pres. HEFFELFINGER told some good fish stories, and introduced first vice pres. H. H. Green of Pattonsburg, Mo.

Pres. HEFFELFINGER read his annual address as president, as follows:

Pres. Heffelfinger's Address

NATIONAL ASSOCIATION HISTORY AND OPERATION.—Since we were organized in 1896 there have been eleven Presidents of the United States—from Cleveland to Truman. We, the United States, have been participant in three wars, the Spanish-American and the two World Wars. There are prominent men among our National Association members today who are grandsons of men who were members in the first years of our Association life.

When this National Association came into being McKinley was up for his first successful election, and it was still a year ahead of the time when gold discoveries in the far North would start the famed Klondike gold rush. At that time some fifty million acres of crops still were needed to feed farm work animals that no longer are generally used; the tractor was still unknown in our farming areas, and the combine was undeveloped.

This National Association started the first national system of GRAIN GRADES and saw these grades developed into a federal system of uniform grades. We started an ARBITRATION SYSTEM back in the post-war days, and by post-war I mean post-Spanish-American war, and this arbitration system in our National Association remains in effect today, the oldest arbitration system in the United States which is still functioning.

We saw the beginning of laws governing FUTURES MARKETING, the start of the Agricultural Extension Service, and we (by "we" I mean this National Association) have lived through more than twenty years of active proposals destined to solve the farm problem.

In mentioning futures markets it is fitting that this Fiftieth Anniversary should be held in Chicago, where our National Association was first conceived, and the home of the Chicago Board of Trade, the largest futures market in the world. And right here I want to express our thanks to the Chicago Board of Trade and the grain family of Chicago for their hospitality and help.

FUTURES MARKETS.—Don't let's forget that the basis of our low cost efficient handling of grains is based on our ability to hedge and



Ray B. Bowden, Washington, D. C., Executive Vice Pres. Grain & Feed Dealers Nat'l Ass'n, Who Has Served the Nat'l Ass'n Most Efficiently in Various Capacities for 11 Years.

to insure ourselves, and that this whole system started in Chicago during the Civil War; is built around our Chicago Board of Trade and other grain futures markets.

Even those who don't find it convenient or possible to use the futures markets directly, by reason of their locations, benefit from it, as our futures markets allow grain firms, millers and feed processing plants in all primary markets to insure themselves, and world and domestic prices in normal years are registered daily there by the actual hour and minute.

During August of this year the Institute of Public Relations, a nationally known organization, published a summary of opinions of some 1800 economists, farm leaders and farm trade groups, chamber of commerce directors, as well as farm and trade journals. The results were most heartening to those of us who believe in our marketing system.

Two of the questions they were asked are—

1. What influence do Commodity Exchanges have on distribution costs?

2. Should Commodity Exchanges be maintained or closed permanently?

What were the answers?

1. Approximately 80 per cent believed that Commodity Exchanges REDUCED distribution costs.

2. Approximately 82 per cent believed that Commodity Exchanges play an important role in the marketing of basic commodities.

Our Association was active during those

years from 1909-1914, which until recently were referred to as the "golden years of agriculture"—the years upon which the FIRST PARITY formulae were based. Our Association was active when the Norbeck-Burtneiss bill in about 1924 started off the long list of "farm relief" legislative proposals, which continue to this day, with agriculture still claiming that relief has not been effected.

This Association, in brief, is OLDER THAN MOST OF ITS OFFICERS, and by many years older than the average age of its member firms. In an association age is an experience built up. We have a great experience behind us—it is the charge upon us now that we build wisely upon this experience in order to represent wisely a great national trade.

This National Association has the LARGEST MEMBERSHIP, direct and affiliate, in its history. We have more than one thousand direct and branch members; thirty affiliated State and Regional Associations, some four thousand affiliated members. We have a headquarters office in St. Louis, and a branch office in Washington, D. C.

There was a time, soon after the turn of the century, when our total membership was in excess of two thousand. But that was in the days before most of the state and regional grain and feed trade associations were organized. Since the state and regional associations gained greater prominence, it is natural and proper that more of our membership is now affiliated. One pride of our office is that we provide national information to state and regional associations as quickly as we do to our own membership, in order that the trade may, upon important national questions work, quickly as a whole in making its opinion known.

As President of this National Association, it is my privilege to pay tribute to the many officers and committee members who too often without reward or notice, have made possible a year of good work. Our directors and officers, the chairmen and members of our committees, almost without exception have given of their time and ability to make a success of trade association work for the grain and feed trade.

SOME OF OUR PROBLEMS.—First let us consider the plans prepared for disposal of the surplus as a means of attaining farm prosperity:

SURPLUSES.—There are three principal variants of this proposal for handling the surplus. The first is to have some agency gain control of the surplus, so that the domestic population will have to bid up a fair price level for the remainder. Then to dump this surplus portion abroad, under one of the various schemes. A scheme proposed early in farm relief planning was merely to dump it at whatever price it would bring, at whatever point it could be sold. The loss would be paid either by the agency which took over the control of the sur-



Directors: L. to R.; Front row, Frank C. Bell, Omaha; Fred E. Watkins, Cleveland; Elton Kile, Killeville, O.; Bob Brundige, Kingstonsburg, Mo.; R. E. Wendland, Temple, Tex.; 2d row: C. F. Hayes, John Hinck, Corning Ia.; F. E. Gillette, Nashville; H. H. Green, Pattonsburg, Mo.; C. S. Woolman, Chicago; 3d row: Rex Hedrick, Buckner, Mo.; R. M. Serkland, St. James, Minn.; E. T. Petterson, Minneapolis; Bernie Holmquist, Omaha; John S. Hedelund, Omaha.

plus, or the very low returns from dumping would be returned to the American producers and serve to discourage their surplus production.

The second general idea for the surplus is under some variation of the old export debenture plan, whereby an exporter of wheat would get a credit on imports. Here, obviously, the Government would merely take out of its custom's pocket the fund needed to finance the export debenture. The dumping would not be so obvious, since it could not be tossed out regardless of price, as the amount of the debenture would put a brake on the export price level. Under this first and second plan for handling the surplus, there is the immediate objection that foreign nations, certainly in some instances, would not like it and would react against it. There is another objection in that it is fallacious to believe that any amount of wheat can be dumped into the world market at ANY price; there would come instances where no wheat could be sold abroad at any price. The other, and perhaps principal objection to this or any other "two price system" is that our own nationals could face a high or "parity price" for bread at home, while financing low-cost bread to foreigners with whom they must compete in producing industrial goods.

A third general proposal is that governments agree among themselves that the exporting nations will limit their production and their exports; that the import nations will guarantee to take their supplies at a world-agreed price which (they hope) will be fair to both export and import nations. Some exports would be continued under this plan, at a world "fair" price, but presumably much lower than the "parity price" in America, the government standing the loss on exports, or assessing the loss back to farmers.

I wonder if the grain trade were aggressive enough in pointing out to its legislative and executive bodies, as well as to our State Department, its views in connection with the recent wheat agreement between Great Britain and Canada.

I happen to be an admirer of the British. I happen to believe there is and should be a natural alliance between English speaking peoples.

I mention this so that you will know I have no ax to grind.

But at the same time that we were helping Great Britain thru loans and in countless other ways Canada and Great Britain were arriving at a wheat agreement to cover four years, and on a fixed price.

For the first two years 1946-47 and 1947-48 one hundred sixty million bushels of wheat has been contracted for at \$1.55, basis No. 1 Northern Fort William. For the third year 1948-49,



L. to R.: Bob Graham, St. Joseph; H. C. Christianson, Omaha; Grover Simpson, Salina; Mrs. Grover Simpson.

140 million at \$1.25; and the fourth year, 1949-50, 140 million bushels basis \$1.00.

I, for one, believe that the grain trade, together with the farm organizations should have vociferously and militantly opposed this deal in advance of its consummation, and there were ample rumors to have caused us to fear this sort of trade.

Our present laws, in a sense, are built upon the theory that there should be no exports, or very little. If, they say, the export price is unfavorable we should confine ourselves to production for home use. America has built up, in its Agricultural Adjustment Act, machinery to accomplish this. It is given power to limit acreage on a national basis, then upon a state, county and individual farm basis. It provides marketing quotas, and penalties for marketing beyond quotas. It provides a loan and support program whereby excess production, even under the program, would be taken over by the Government under a loan or a support price.

Congress has pledged a high support price level for wheat and other crops for two years after the cessation of hostilities. That pledge threatens our marketing system because it almost guarantees that future crops will, under favorable production, come into government control or ownership. The pledge is extended to the basic crops, which include wheat and corn in our field, and to the Steagall commodities, which in our field include soybeans and flax. It is a pledge that the price to the producer will not fall below 90 per cent of parity price.

We believe that this pledge was emergency economics, but it is a pledge made and we have not asked Congress to repudiate it. Rather, we believe that the Congress can make its pledge effective without resorting to the participation of the government in actual buying or selling

of grain. Let the world market be reflected for those two or three crops ahead, and the farmer paid the difference between this world market price and some agreed upon fair price, whether it be parity or somewhat less. The payments could come from the Treasury, and perhaps best from there in order that the congressmen can count the cost of their pledge.

How do farmers feel about acreage control and surpluses? An interesting poll of Iowa farmers was made by the Des Moines Register and Tribune about a year ago. The question was—

"Our government is obligated to spend money to see that the farmer gets enough money for his products for two years after the war. Which of these two ways would be the better way to get the money into the farmers' hands:

(A) Let the prices of farm products go up and down according to supply and demand—paying the farmer the differences when prices fall below a set point?

(B) Pay the farmers to grow less, so that the smaller supply would keep prices to the farmer at about the right level?

(C) Opposed to both."

The results were: (A) 57%, (B) 22%, (C) 11%, (D) 10%.

SUBSIDIES—I believe our trade generally is opposed to subsidies. You ask, "Why?"

In recent years there has been scandalous abuse of the word "subsidy." The idea of a subsidy has been used to penalize one part of our earners in favor of another part. Under price control we were trying to get a high price for food to the producer, while making a low price to the consumer. A subsidy was paid, which only confused the public about the natural cost of producing food.

How do subsidies disguise the cost of living to the man on the street?

How many people realize that, based on the



Directors, Left to Right, 1st row: Chas. Robinson, Memphis; John Caldwell, St. Louis; H. E. Sanford, Portland, Ore.; Max Cohen, Buffalo; 2nd row: N. B. Fitzgerald, Mankato, Minn.; Vinc Kerwin, Pueblo, Colo.; Chas. N. Deaver, Sidney, Neb.; P. Granville Bond, Boston, Mass.; F. E. Devendorf, Los Angeles; 3rd row: Dan Southwell, Buffalo; Ron Booth, Cedar Rapids; C. J. Martin, New York; L. D. Godfrey, Chicago.

store price, the total cost to the taxpayer in the form of subsidies has been: In the case of coffee, 3c per pound; in the case of a loaf of bread, 1c per loaf; in the case of sugar, 2c per pound; in the case of pork, 6c per pound; in the case of milk, 1c per quart.

In some late public testimony about price controls there was repeated testimony that subsidies should be continued so that the food costs of all consumers would be paid in important part by "those more able to pay," meaning those paying most of the taxes. The idea, carried to its fullest conclusion, would be that a man of incompetence, or one unwilling to work, should have a desirable standard of living guaranteed to him by those able and willing to work. This idea was tried out in Marxist Russia, whose early slogan was "Each according to his needs." But that was too sloppy an idea for even the Communists, and they changed it to read, "Each according to his deserts." And today you either produce and make good in Russia or they throw the whole book of dictatorship at you.

CEILINGS—The grain trade, once it made up its mind that ceilings were detrimental to their country, the public and our own trade, which sentiment crystalized about last February, engaged in a militant and aggressive campaign thru legislative channels, and later in masterful presentation before the Decontrol Board. Your Association, thru Mr. Bowden and his staff and the officers, played a prominent part in the results, which you well know.

I was interested in listening to Chairman Thompson of the Decontrol Board on the radio the night the results were announced and made known. He made a fine address, and it was heartening to know that the decisions had been arrived at based on facts, and without bias, as far as grains were concerned.

One significant thing Chairman Thompson said was that the Decontrol Board had rapidly come to realize that our economy was so inter-related that it made it difficult and virtually impossible to deal with any one certain commodity independent of the others.

We in the grain trade have long realized this inter-relationship as between all grains, livestock, poultry and in fact all farm and food products.

Witness the black market in corn because of the OPA ridiculous pricing of same.

CO-OPERATIVE TAX EXEMPTIONS—This National Association has frequently spoken in opposition to a system of taxation which is openly and flagrantly favorable to co-operatives. Our members have tried to assure the public and the co-operatives that we do not seek a punitive measure against co-operatives as such; that all we wish and ask is equality of treatment in a nation whose Constitution tried to assure equality of opportunity. There was an effort in the last months of the 79th Congress to get this subject considered, and altho the justice of the bequest was recognized it did not seem politically expedient to take it up at that time. We are now asking that the new Congress in 1947 consider this whole subject and balance the taxload so that our competitive position is equal. I hope the members of this National Association, at this convention, again will state their definite policy on equality of taxation as between private business and the co-operatives.

LOOKING AHEAD—What is ahead of the grain and feed trades? What does the future hold in store? These are some of the important things:

BETTER FARMING—First of all, I am optimistic for a certain reason. We are dependent on farmers' crops. The handling and processing of them. Can we expect more certain yields and crops? I say definitely yes.

Let's take a look. Our Department of Agriculture estimated recently that our better yields and crops in the last five years was due more to better and improved farming practices than to weather.

Think of Thatcher wheat and the rust resistant varieties; hybrid corn; treatment for smut; irrigation contour and strip farming practices;

fertilization of crops; new products to destroy weeds in crops; mechanization.

Secretary Anderson points out in the Saturday Evening Post: "The farmer of today is power-minded, owning nearly 2,000,000 tractors as compared to 85,000 in 1918—and he wants many more. His production per worker is twice what it was in 1910, three-fourths more than in

World War I, and over two-fifths more than in 1935-39."

These are just a few of the betterments. The grain and feed trade has had a lot to do in working with farmer customers, agricultural colleges and such like in bringing these things to pass.

NEW USES OF GRAINS—It seems to



many of us that our lawmakers, and to that same extent our farm leaders, have put their emphasis on a price-by-law rather than upon a price-by-demand. We believe that wheat can be used in much greater quantity than in normal pre-war years, if we make a better diet available in America to the lower income groups, and if we will develop grain-using industries. Both are possible—and both have been proposed. One of the facts of this past war was the percentage of our young men rejected by the Army because of pre-war years of faulty nutrition. Surely a nation with a surplus of foodstuffs cannot afford to allow any portion of its employed and employable population to work on a sub-standard diet. Nor can we afford to rear children without adequate diets. Availability of a satisfactory diet to many low income groups would stimulate use of farm products. In the end, industry must provide employment at wages sufficient to allow these groups to purchase their own adequate foods, but for a time government might better subsidize these satisfactory diets than to subsidize an artificial price economy.

Right now the use of grains for industrial products seems to revolve around the price factor, but our chemists have only begun to discover uses for our farm products in industry, and the next generation will marvel at how little we know of their potential use. Oil and metals from the ground are mined, and are exhaustible. Starch from grain is inexhaustible.

The National Grain Trade Council has a committee headed by one of your directors, John McCaull, whose job it is to study and help promote these new uses.

Let us therefore keep in mind that much farm legislation has been based upon the fact of recurrent surpluses in certain crops—notably wheat and cotton. The talk of, and fear of, these surpluses has led too many of us to believe that America produces food in extravagant surplus normally. But for the past ten years before the war our nation was on a net import basis as to all agricultural products; we really need more total food production if our low income groups are to be better fed, or else more imports. In the instance of wheat, there is undoubtedly a surplus of this crop in many years, to make it a recurrent surplus in our estimates. But many acres now in wheat can be planted to other crops which are produced below national demand. Adjustment of production is more important in the farm relief scheme than is an artificial "relief" itself.

Our government has provided two billions of dollars for supporting farm prices for two years ahead. For supporting an artificial economy. How much that two billions could do if it were directed at increasing the demand for agricultural commodities, better food for more people, wider use of farm products in industry.

For the short run, let's examine the return to world prices for grains, with the government's pledge upheld by supplementary payments. Then for the long run let us look more toward demand than to the maintenance of an artificial economy, which in the end must break down and hurt the nation.

LEGISLATIVE ACTION—Many, really most of our problems stem from national legislation designed to help some other group. The first cure for this situation is, as it always has been, to elect to Congress men better acquainted with the essentials of our Republican form of government. As long as partisan groups opposed to business actively organize in the political field, there must be counter-organization. This, I repeat, starts in the field, in your home community. Either you men in business must be active for political candidates whose policies you approve, or you should not sit back and complain because other candidates are elected against you. Over hundreds of years of history of English speaking people has been the history of a struggle against the powers of centralized government. The Constitution of this Republic was not satisfactory to our people until it carried the first ten amendments, the Bill of Rights which outlines these freedoms for which we



Directors' Dinner, Sept. 3, left to right: 1st V. P. Henry H. Green; Pres. F. Peavey Heffelfinger; Guest of Honor George E. Booth; Charles S. Clark, Chicago; Exec. Com'te Chairman Fred E. Watkins.

struggled for generations. These rights will not be taken from you except by your permission, and they cannot be taken from you if you are as willing to fight for them as your fathers generations ago were willing to fight to assure them.

Our capital city, Washington, is a world capital—full of the stresses and strains of politics in a confused world. Even the best men you send there are under the influence of scores of logical presentations by pressure groups. Here again it is your job to maintain contact with your members of Congress, not in nagging them with short pleadings on controversial subjects, but in presenting to them studied analyses of proposed legislation, and the effect you believe that legislation would have on the congressmen's home state or community. But, you say, you do not have the information at hand for a careful analysis of a proposed law; how can you comment on a complicated proposal which comes in legal language which you cannot understand?

There is where we think the National Association has been serving you well, and can serve you even better in the future. Every bill of importance to your trade has been discussed

with you in our News Letters. Some (those which seemed likely to pass the Congress) have been discussed in detail often; some others, which we thought not likely to pass, probably were given only passing mention. You are generally acquainted with the problems in the price control bill recently passed, with the bill changing the terms of the railroad retirement act, of attempts to change the minimum wage law, the proposals of the so-called Gwynne Bill, and others of similar importance to us.

You have been advised of the repeated activity of our National Association in regard to these bills; and many of you have been so well acquainted with the policies at stake that you have been in contact with your members of Congress to give your honest comment to them. In your name we have testified before Congressional committees on these bills. In brief, the National Association has kept the trade-informed on important legislation, and has supplemented information with direct action through the Association itself and its co-operating members. Right here let me say a word in praise of the work the secretaries of our affiliated associations have done. Working with and through their officers, they have brought



The Country Elevator Forum, Front row, left to right—Elton Kile, Kileville, O.; Grover Simpson, Salina, Kan.; R. C. Booth, Cedar Rapids, Ia.; back row—R. G. Cargill, Minneapolis; Pete Stallcop, Spokane, Wash.; S. W. Wilder, Cedar Rapids, Ia.

before Congress a complete picture of the effects of proposed legislation, and often their comment has been of telling effect. We have done our best on the job of national legislation; much more remains to be done as we have the staff and the funds to do it.

There still is the problem of Government in business as a principal job ahead. We know there will be further legislation in the next Congress that will demand much of our time and effort. As we give you the analysis of these bills we can only hope that you all exercise your rights of citizenship and express to your members of Congress your firm conviction on these bills.

IN SUMMARY I have tried to point to the present problem of the trade and toward the interesting developments that we can see ahead. When a businessman becomes afraid of the future, he is afraid of the political possibilities, and is not afraid of evolution in the trade itself. Our trade has been changing. Today we moved a bushel of wheat from Montreal in Canada to Liverpool in England with less man hours of labor than they used in moving the same bushel of wheat from Versailles to Paris, inside France, less than 200 years ago. The trade does change, and it does improve with the years. There can be nothing static in our industry. We are faced every day with the necessity of better distribution at lower cost, and if we ignore the necessity then others will slowly displace us. These natural changes in the trade are healthy. The political changes too often come from political rather than economic necessity, and can be bad. But even here we have the recourse of our own willingness to fight in the political arena if necessary. If we are united in action we can meet even this threat without too much anxiety.

Therefore, I urge upon this old and nationally important group the acceptance of the continuing fight of sound economics against political expediency. I urge you to work together for a common good that can only result in individual good to each of you who is deserving. And finally I urge that between you and your patrons there be built up an integrity of dealing, a consciousness of social obligation, until our people turn away from the promises of false Utopias to depend upon the proven benefits of sane business under a sane capitalistic system.

RAY B. BOWDEN, executive vice pres., was presented with a gold watch in recognition of the outstanding work he had done. The presentation was made by Harry G. Cowan of Minneapolis, who was called to the platform for that purpose by Pres. Heffelfinger. Mr. Bowden said the members of the Ass'n had been good to him.

J. J. PELLEY, pres. of the Ass'n of American Railroads, outlined the problems of the railroads. He said 94.5 per cent of all car orders are being filled. On order were 28,000 plain box cars, but cannot get them; only 10,000 received.



Back row—left to right: Colin S. Gordon, Steve Wilder, Ed. Chermonnier, Frank Theis (Moderator); Front row—Richard Uhlmann, Fred Lake, Dr. O. B. Jesness.

He spoke of the extravagant unemployment and retirement law.

"There are 15,000 fewer box cars available than a year ago, and the demand for box cars is the greatest in the history of the country," Mr. Pelley stated. Railroads are unable to get delivery on new cars because of the shortage of steel and lumber.

The Board of Trade Entertains Convention Visitors

The convention badge was the only ticket of admission needed to the special entertaining, cocktail hour and open house provided by the Chicago Board of Trade in its Exchange Hall and Smoking Room.

Convention visitors accepted the invitation in droves, the crowd overflowing the spacious former smoking room into the main trading floor Wednesday afternoon.

Tables along the walls of the room were loaded with sandwiches, punch and coffee were served and peripatetic waiters bore trays with cocktails and mixed drinks from which the guests could choose.

SIDNEY, NEB.—Farmers hauling wheat to market from storage bins at present to take advantage of high prices, are in for much criticism from other farmers in the pan-handle who have wheat deteriorating on the ground. It seems almost criminal to those wheat farmers who see their grain rotting while piled on the ground.—G. M. H.

The Directors' Dinner

The Directors of the National Association, together with the ex-presidents, dined on Tuesday evening at the Stevens Hotel, about fifty being present. F. Peavey Heffelfinger presided.

A handsome traveling suitcase was presented to George E. Booth of Chicago in honor of his long and loyal labors in behalf of the Grain & Feed Dealers National Ass'n.

Charles S. Clark spoke on the Origin of Arbitration in the Settlement of Grain Trade Differences and Disputes.

National Committees Transact Much Business

Without the least interference with the convention sessions Wednesday and Thursday the heavy work of the Grain and Feed Dealers National Ass'n was facilitated by setting aside Tuesday, Sept. 3, for the important committee meetings, all members having advance notice of the time and place for each group gathering.

These group meetings began with the breakfast of the Feed Distributors Committee, which was followed by the Executive Committee meeting of secretaries circle, board of directors meeting, National Grain Trade Council luncheon, Trade Rules Committee meeting, Retail Feed Committee meeting, Country Elevator Committee meeting, and meeting of Federation of Cash Grain Commission Merchants.

These meetings were held in private dining rooms, all on the third floor of the hotel.



Left to Right: Frank Taylor, Omaha; J. Lanhan Higginbotham, Dallas; Cort Addison, Kansas City; F. W. Bartlett, Jr., Kansas City.

The All Trades Forum

An all trades forum was held Wednesday afternoon on the topic "What's Ahead for Our Trade," with Frank Theis of Kansas City acting as moderator. He is vice chairman of the National Grain Trade Council. He posed several questions and urged a vigorous policy of going to Congress and stating our needs. "I am absolutely convinced that the trade can accomplish results."

ED. CHERBONNIER of St. Louis asked who is going to run our business from here on. "Our politicians hold their jobs because of their ability to interpret the ideas of the people at the crossroads." "There are 3,662 county agents with 30,000,000 farm contacts; 6,922 vocational agricultural teachers." He read replies to a questionnaire.

STEVE WILDER, Cedar Rapids, Ia.: Changed conditions have made it possible for the farmer to haul his grain farther. Trucks carrying 500 bus. and up are participating in this business. Elevators will provide larger scales and larger dumps and greater storage capacity.

Larger elevators will be provided in the larger towns. The smaller town elevator will handle side lines and grind and mix feeds.

There appears to be a continuation of federal supervision of the handling of grain.

The terminal and sub-terminal elevators must be maintained as a service to the farmer. We must correct wrong practices within our ranks.

We must tell the whole story to our people.

COLIN S. GORDON, Chicago: As an ex-bureaucrat I might know something about regulations. Dick Uhlmann showed up the difference in feeding hogs by referring to the use of tweezers or a scoop shovel.

Ray Bowden did a better job in Washington than any one I know of.

It is up to you men to see that the people appreciate the situation. It is about time we did something about it. We are service men. we feed manufacturers.

We have to convince our own customers and thru them those who are writing orders. The research that has to be carried out is here to guide our farmers.

We see box cars going to the Pacific Coast. Grain should be allowed to go to terminal markets and feed manufacturers.

Box car situation is the most serious problem we have.

The feed manufacturer is going to be blamed for the high price of feed. Washington men are whistling in the dark, yelling about the shortages. If we do not act as a group we are going to have to take the blame. Let us have the restrictions taken off and the buyer of feed will get it at a fair and reasonable price.

Dr. O. B. JESNESS, Chief of Division of Agricultural Economics at the University of Minnesota: I don't think we have found the answers to the business cycle. We are going to have a high level of activity for many years to come. The international situation contains much uncertainty. Trade barriers are not a thing of the past.

We are still in a period of food shortages. U.N.P.A. is soon to fold up and we have to look forward to a less active market abroad.

Demand for dairy products continues strong. I expect crop production to continue at a high level. We have to look forward to a lowering of farm prices. We need to face problems realistically.

In the next two or three years prices of farm products will shift from ceilings to supports. Price support will hinder rather than promote readjustment and general welfare.

FRED LAKE, Denver, Colo.: In recent years the grain and feed trade has met and surmounted many difficulties, most of which it has not confronted before. The industry, I believe, is entitled to the highest commendation for the manner in which it has accepted government regulations and restrictions in every

conceivable form, upon the theory that the sacrifices were necessary in the interest of our over-all war effort. It has provided excellent service to the country, and generally accomplished reasonable financial returns on the investment.

Changes resulting from shifting crop conditions, different market outlets, price relationships, etc., are normally an industry problem and have always been taken in stride with a certain amount of pleasure in accomplishment. However, during these recent years the normal

problems have been increased by government regulations to a point where it has seemed at times that regimentation, rather than co-operation, was the result sought to be accomplished. The over-all result has, in many instances, been depressing to the individuals who are devoting their lives and resources to the problem of gathering, manufacturing, and distributing grains and feeds in the interest of the country as a whole.

DURING THE WAR years the grain and feed trade has done an outstanding job in the



Left to Right: Robert Bell, Milwaukee; Leo Potishman, Fort Worth; W. G. Hottensen, Milwaukee.



Left to Right: S. W. Buck, Minneapolis; Mrs. F. E. Devendorf, Los Angeles; Frank Viault, Los Angeles; F. E. Devendorf, Los Angeles; D. B. Long, Los Angeles; Harold Altenburger, Evansville, Ind.



A Texas Delegation, Left to Right: J. D. Smith, Dallas; J. Lanhan Higginbotham, Dallas; Billy Culpepper, Beaumont, Tex.; Wiley Culpepper, Beaumont, Tex.; Frank H. Snell, Houston, Tex.; Wiley Akin, Dallas.

face of material and supply difficulties. Many new elevators were built where needed, old plants were improved, new and larger dumps were installed, new feed mills were constructed and others were improved and enlarged upon. In the greatly expanded demand for mixed feeds, the field of research met the test of providing, out of the ingredients at hand, probably the best formula feeds ever produced. This research effort was most beneficial to the feeders of livestock and poultry, enabling them to provide the necessary sinews of war during times when sufficient supplies of all the desired ingredients were unavailable.

THE FUTURE.—To no one is given a vision of the future. However, precedent provides a base from which plans can be made for future operations, and these necessarily will be subject to change from time to time as conditions change. There is one vital element paramount in the minds of all, with which we will be confronted, but which no one can accurately forecast. Obviously, I refer to regulations emanating from Washington. For the purpose of a foundation for planning the future, we must conclude that this influence will be present with us for an indefinite period, at least long enough to completely affect any planning which we may do at this time for operations during this crop year.

Recent experience has put us on notice that changes in orders may come at any time and upon short notice, altho it is to be hoped that the re-control legislation enacted during the final days of the last session of Congress may result in more consideration being given to the views of the trade, rather than the issuance of orders arbitrarily by officials who are not fully informed. Thru the Grain and Feed Dealers' Ass'n the trade has been well represented in matters of legislation and regulation, and they will continue to be helpful in these matters.

Fortunately, we are blessed with bountiful grain crops this year. The outlook for ample supply of almost all ingredients for formula feeds is more favorable than for some time. We are all aware of, and must take into account, the fact that the box car supply has, and will continue to have, great effect upon values and upon our ability to obtain supplies and distribution.

With a watchful eye on costs, improved efficiency wherever possible, a close watch upon developments from day to day, and full co-operation of the industry, I am confident the industry will complete another year of outstanding service and success.

RICHARD UHLMANN, Chicago, Ill.: In order to predict the future of our marketing system it will be necessary to review the past and to understand the benefits that have been derived from organized trading on the various Exchanges of this country.

The marketing of grain has been considered in all countries and in all times as a matter of grave public concern. I often think what a pity it is that our legislators are not more familiar with the functions of the central marketing system. If they were they would doubtless be more sympathetic with our problems and could cooperate better toward a proper understanding of the farmer's requirements. Few people realize the low handling cost of getting grain from the producer to the consumer. It is lower than the cost of moving any other standard food product. This low cost is directly related to the method of handling grain on an organized Exchange, and particularly to the process of hedging on a broad and open market.

In recent years the great central markets have reached an importance in the distribution of food supplies never before attained. It was not mere accident that the Chicago Board of Trade became the world's greatest grain market. Its geographical location had much to do with it. Not only is Chicago the greatest railroad center in the world, but it also stands at the foot of Lake Michigan, where commerce could be carried on with many parts of the country at a minimum of cost. Tributary to

this city is an empire of the world's best agricultural land. As much as 400 million bushels of grain have been received in Chicago in a single year. Thus it was due to natural economic evolution that large grain warehouses were built here and one of the most important cash grain markets developed. The public sometimes overlooks the low cost of the Chicago market compared with the service rendered. The mechanism runs so smoothly that much is taken for granted, but in each day's trading session hundreds of problems are solved, and with practically no confusion speculators and millers all meet for a common purpose.

When we have rigid controls and support prices, we find that even great governments like ours are apt to make mistakes in judgment, despite the fact that they have the best in-

formation at their disposal and, moreover, competent advice is always available. It is not possible for any one man or any one agency to know all the answers. Obviously it is impossible to weigh each factor in the national and international field to judge correctly all the delicate phases of the seasonal demand and supply factors. It is like an algebraic equation with too many unknowns. For example, sunshine and rain, frost and heat, rust and insect damage are daily adding to or subtracting (in some part of the world) from the world's future wheat supplies. These are the risks against which the farmer often wishes to insure himself. The merchant cannot afford to assume them, but through a future market they can be passed along to a speculator, who is willing to bear these economic risks.

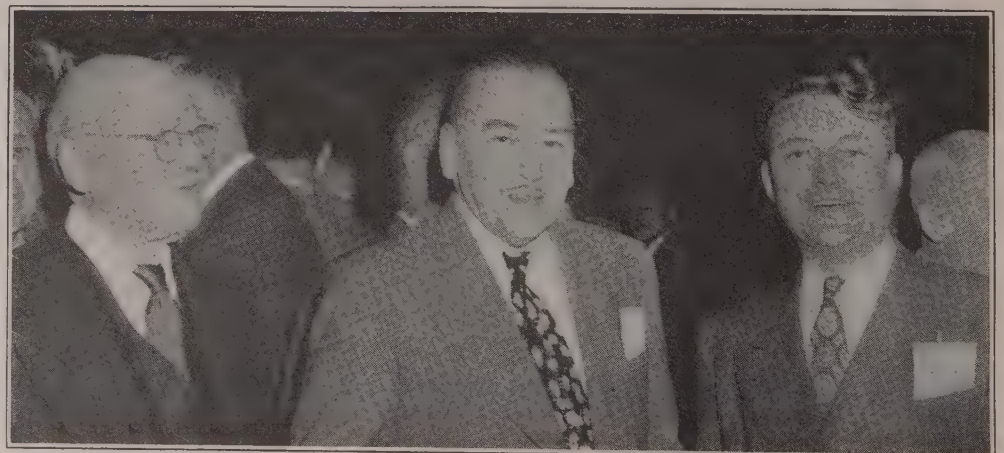
THE FUTURES MARKETS in this coun-



Left to Right: H. C. Banks, Peoria; Phil Markley, Philadelphia; Gus Loebel, Buffalo; Ed Nolan, Buffalo; Paul Whitman, New York; Geo. Moyer, Philadelphia.



Left to Right: Max Bates, Kansas City; Bill Hall, Memphis; Wm. J. Mulcahy, Dallas; Mrs. Max Bates, Kansas City.



Left to Right: Thomas Yore, Chicago; F. W. Scholl, Indianapolis; Fred E. Haller, Buffalo.

try with their hedging facilities have performed a wonderful service to the public during the past century. A good many people have misconceptions about their operations, failing to realize that these various markets merely furnish a place to trade, but in affording such accommodation, they provide a means whereby those who handle grain may sell the risks of market fluctuations to others who have the capital and the temperament to assume them. In other words, a futures market is just as essential as fire insurance to a merchant, and certainly is as important as Lloyd's is to the shipping trade, and is as honorable as either.

The rules governing futures trading after these many years of continuous growth have been amended from time to time, but have been stabilized to meet the needs of the various parties immediately concerned in grain marketing: namely, hedgers, speculators, cash grain interests, warehouse interests, bakers, as well as exporters and importers and credit interests. It would, indeed, be a calamity if thru governmental operations anything should happen to endanger a marketing system that has served so many millions of people so successfully.

THE GRAIN TRADE'S CREDIT has been mobilized and safeguarded to a very high degree of business efficiency. For this reason the banks have always loaned almost the full amount of value of the warehouse receipts. Possibly the most flattering statement that has recently been made about futures trading came not from someone in the trade, but rather from the Office of Price Administration, when at the beginning of the war they drafted the ceiling order for wheat. Altho grossly concerned with the wartime distribution of supplies, they also recognized the necessity of organized exchange transactions, as this quotation should illustrate: "Trading in contracts for the future delivery of wheat is an essential feature of the market. The use of futures as a hedging instrument provides a type of price insurance which is important in the merchandising and warehousing of wheat in large quantities. Protection from risks arising from price changes makes it possible to store and merchandise wheat on a narrower margin than would otherwise be possible. Hedging also permits the financing of marketing operations at lower interest charges because of the greatly reduced risk to the bank or house of finance. Accordingly, it is the intention of this Regulation to preserve the existence of the futures markets as a hedging medium insofar as it is possible."

We have just re-established wheat trading on the Chicago Board of Trade. This was done with the avowed purpose of giving holders of grain, exporters and other operators a chance to insure themselves against loss. Speculation in grain and futures trading on any of the organized exchanges are fundamental marketing problems which should interest every citizen.

In spite of the many handicaps that still face us, I feel sure that we shall not only survive, but trading will be resumed again on a sound commercial scale. A good many regulations have been forced upon us, but it is fairly safe to say that the government will not forever continue in business competing with its citizens. Therefore, in the final analysis we shall emerge from our present troubles and return to our previous status. It is certainly a wonderful record to be able to boast that in any hour of any business day, in war or in peace, in prosperity or in panic, grain could be sold on the Chicago Board of Trade at a market value which was known to all men.

STEVE WILDER, Cedar Rapids, Ia.: I am confident the grain trade as a whole is set up for service to the farmer.

RICHARD UHLMANN: We are organized to serve the people at low cost. The market is the most economical method of distribution ever known.

COLIN GORDON: We are in partnership with the farmer. He must profit and we must profit to be of service.

Dr. JESNESS: It certainly will help to arrest inflation to have a large crop of wheat.

ED CHERBONNIER: Vocational agriculture has some of the best outlets for marketing information.

STEVE WILDER: As organizations the country elevator operators are doing nothing about education in marketing.

FRANK THEIS: The work should be done at home, right at the grass roots. Four G.I.'s wrote to us and asked for information. We at Kansas City set up a school twice a week. Attendance at these classes was 120 to 125. I claim we are all asleep.

Mr. LAKE: There is a trend toward decentralization of the grain business.

Mr. WILDER: There is no question that trucks are changing conditions rapidly. On return to normal a lot of that business will revert to the central markets.

Mr. UHLMANN: The growth of the secondary markets will continue. Chicago will always continue to be the indicator of wheat prices. It will always be a great market.

Dr. JESNESS: In reference to livestock marketing, a lot of the selling operations will continue in the central markets, altho the physical handling will be divided.

Mr. UHLMANN: It is not possible to store all the grain on the farm. Grain has to be conditioned. Grain has to be run. I do not think it would be practical.

Dr. JESNESS: Feed raw material should be in storage near where it is to be fed, to balance out.

Mr. GORDON: I feel the trade recognizes what dependence on regulation has done; and will demand the end of regulation.

SAM JACKSON pleaded for the individual working for the general good of all in the industry and the welfare of all the people. "The lush days are over."

"The grain trade and the markets are going to get the treatment they deserve. If you do not tell the story it will not be told. The free market is vital to the American public."

Adjourned to the Chicago Board of Trade building where the Board provided cocktails, mixed drinks, punch, coffee, de luxe nuts, bonbons and assorted sandwiches, for all persons attending the convention. Several tables were heavy laden with goodies. Waiters circulated among the throng with trays offering choice of drinks. All had a good time.

The Secretaries' Meeting

Among the interesting conferences of subsidiary groups of the National Association was the well-attended meeting of the secretaries of the thirty-three affiliated associations which was held in the Stevens Hotel Sept. 3rd. Many subjects and problems worrying the secretaries of the affiliated organizations were discussed at length.

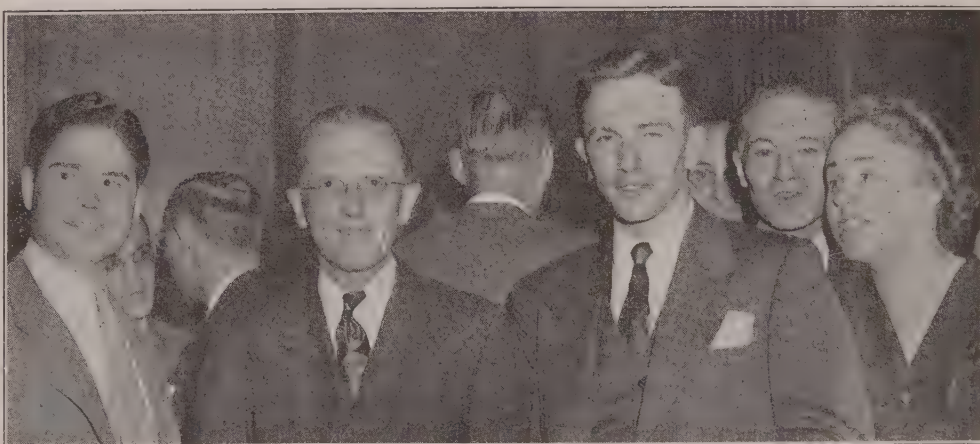
Mark Thornburg, Secretary of the Western Grain & Feed Dealers Ass'n of Iowa, presided. After some discussion, the secretaries agreed to hold regional meetings of the circle during the winter months in conjunction with the annual gatherings of state associations.

During the war the state secretaries had to devote much of their time to the interpretation of new regulations of the Washington bureaus affecting the grain and feed trade. Now that the grain business is relieved of some of these changes and orders, the secretaries expect to have more time to study the business problems of members of the local associations.

James F. McElligott of the Northwest Elevator Association was elected chairman of the Secretaries' Circle. Lloyd Case of the Colorado Grain, Milling and Feed Dealers Ass'n was elected secretary of the Circle. The interest shown in bills recently presented was discussed at length.



L. to R.: Mrs. Paul Atkinson, Mrs. Ralph Fasnaugh, Ralph Fasnaugh, Mrs. A. E. Schultz, A. E. Schultz, all of Toledo, O.



Left to Right: Joe Dugon, Chicago; Ron Booth, Cedar Rapids; J. J. Lynch, Chicago.

Thursday Morning Session

A COUNTRY ELEVATOR FORUM occupied Thursday morning.

STEVE WILDER, Cedar Rapids, Ia., chairman of the country elevator committee of the Grain & Feed Dealers National Ass'n, acted as moderator, and said: We wondered whether we would be involved in the railroad retirement act. We obtained assurances that we would not be covered. The minimum wage bill was changed so as not to cover us; but it did not pass.

The Gwynne bill failed to be voted on.

We obtained an elevator agreement with the C.C.C. that was fairer than the preceding one.

Competition with the C.C.C. is one of the problems, as is the exemption of co-operatives from taxation.

We at least are thru the worst of the storm. With the aid of the National Ass'n we can solve our country elevator problems.

ELTON KILE, Kileville, O.: I operate two elevators about 18 miles from Columbus, O. The increased amount of grain being produced during the war made the shortage of box cars a problem. The farmer does not want to store grain on the farm. The country elevator is confronted with the problem of building additional storage.

Country elevators have to compete with feed mixers who buy in carload lots.

In our territory the feed business is an essential part of the business. The elevators cannot do without it.

PETE STALLCOP of Spokane, Wash., spoke for Larry M. Smith of Waterville, Wash., who could not take his place on the program. He read Larry's paper, pointing out that one of the most difficult problems in the Pacific Northwest is the lack of box cars. "Our terminal storage space is relatively small. A problem is an outlet for the intake of grain. At times terminals have been so full the country operator could not find a place for his shipments. Our country facilities are large and our investment is large."

To make a reasonable profit the country elevator should handle each year twice its storage capacity.

The co-operative ass'n group is strong and loyal.

The allegation that elevator co-operatives are not paying federal income tax leads to a threat that storage and handling charges will be reduced.

Many country elevator operators feel it their duty to provide the farmer with a daily market and a daily price.

Buyers have paid storage charges to the country operator during the car shortage. When conditions return to normal buyers will demand that the country operator pay his own way.

The Pacific Northwest has too many varieties of wheat.

GROVER SIMPSON, Salina, Kan.: I feel that since we fought for removal of ceilings there is no problem of importance and we are just coasting along. Most country elevators made more money under the O.P.A. than they will make in the future.

Ninety per cent of the corn in our territory has been handled in violation of the O.P.A. Honorable men were cheating. We all laughed at the law, and that is not good. Good, honorable persons were violating contracts. Many arbitration cases will come up.

You all know we country elevator buyers are having trouble with box cars.

State licensing of scales I have advocated. I believe more of our scales are beating ourselves instead of beating the farmer.

Interest rules of the Boards of Trade are not fair.

Federal appeal after the car is unloaded we feel was made for the buyer and not the country shipper. In 25 years we had one car raised in grade from No. 5 to No. 4 wheat.

After getting hot in car for 10 days it is not fair to call an appeal.

Only about two out of 100 farmers appreciate the benefit to them of the Board of Trade.

I think the country elevator letter being sent out by the National Ass'n is a good thing.

R. G. CARGILL, Minneapolis, Minn.: We in the Northwest have been at variance with other sections of the country. It was inevitable that the capital should come from the Minneapolis area for country elevator development in Minnesota, North and South Dakota and Montana, from the Missouri to the Rocky Mountains. The majority of elevators in the Northwest now are co-operative and independent. The commission merchant in our market also finances the country shipper.

Minneapolis is the largest spot wheat market in the world. Minneapolis has become a sample market and each car of grain is sold on its merits. This has made a strong competitive condition. Our country elevators have gone into handling merchandise, a wide variety of goods, even engaging in weed killing.

We have too long neglected our public relations and the farm customer.

We must work increasingly for elimination of government controls. We must do away with favoritism.

RON C. BOOTH, Cedar Rapids, Ia.; Iowa is very little different. We do have many things staring us in the face. First is competition and the price problem. We had a taste of free bidding and liked it. Tax exemption is a real problem. One thing should be done, a reiteration of our position in favor of tax equality.

Iowa towns are close together. The dealer whose railroad gets cars has a capital advantage of a competitor 30 miles away whose railroad could not secure cars. Grain has moved 30 miles thru three towns to a point having cars.

We fear the overtime and retroactive features of the area of production definition.

The more side lines we handle the more regulations we have to observe. We are in favor of abolition of all price regulations.

We are working on a revision of our personal property taxes.

Mr. SIMPSON: We draw a draft on a car and the contract is not completed until the car is unloaded. Interest should be charged until the car has been sold, but not while it stands in the yard waiting to be unloaded.

J. L. WELSH: In Omaha we make federal appeal when the grain arrives and before it reaches the elevator. Two to one the grade is raised for the benefit of the shipper.

Mr. WILDER: The unfair grading of wheat as unfit for human consumption is a worse problem in the Southwest than in the Northwest.

Mr. SIMPSON: Interest should cease after the car has been sold. It is no fault of the shipper. It is not our fault that the car cannot be unloaded. It is assumed that when a man buys a car of grain he can unload it. Buyer is hiding under a technicality that contract is not complete until unloaded.

Mr. BELL: Technicality is correct.

Mr. WILDER: Iowa has state licensing of scales. Years ago the Iowa Ass'n had an expert scale man. Since the law was passed the state has been testing scales twice a year. The state man has no way of correcting the scale; and you have to find a repair man. Scale inspection and repair is one of the services a state ass'n could perform.

FRED K. SALE, Indianapolis, Ind.: We made an arrangement with a Chicago scale firm to make inspections of scales at a very reasonable rate. Our active state inspection service has put in good testing equipment. The state now has two trucks.

Mr. WILDER: W. B. Corbys has got the idea that we do not know what the U.S.D.A. has in the way of information on grading grain, such as the grain grading primer and Official Handbook of Grain Standards.

J. L. WELSH of Omaha introduced the next speaker, who was

Dr. WM. J. HALE, Midland, Mich., whose remarks were mentally refreshing and evoked applause. His address on "The Farmer Triumphant" will be published later.

Thursday Afternoon Session

The Feed Industry Program that began Thursday afternoon is published in "Feedstuffs" Department, this number.

The annual business meeting followed.

RAY B. BOWDEN, Washington, D. C., executive vice pres. of the Grain and Feed Dealers National Ass'n, gave a description of Washington, and told of the legislative work.

"The Wage and Hour Bill would have hit our little feed stores.

"We were able by agreement to have grain elevators exempted from the railroad retirement act.

"For five weeks we worked to put out 70 pages of data for the Price Decontrol Board.

"Richard Uhlmann sat in his underwear on the floor in the early hours of the morning perspiring working on charts surrounding him.

"Frank Theis and Sam Jackson worked thru the hours at tremendous personal sacrifice.

"I could not get out of Washington to prepare this convention. Two men did the work: Ron Kennedy and Duke Swanson."

RON KENNEDY, sec'y-treas., presented the auditor's report as of Aug. 20, showing receipts from direct dues of \$33,216; affiliated dues, \$3,300; other items of income bringing the total up to \$39,109. Expenses were \$28,670, leaving a balance of \$10,438.

SAMUEL L. RICE, Metamora, O., chairman of the resolutions committee, read the resolutions, which were voted upon in sections and unanimously adopted, as published in next number.

TRADE RULES

JOHN HEDELUND, Omaha, Neb., for the trade rules committee reported the short time available during the sessions of this Convention have not enabled the committee to properly evaluate the few suggested changes to Trade Rules, nor was there agreement among the members as to the adoption of these proposed changes.

"It is the opinion of the members of the committee that the trade rules shall be made upon a broad enough base to cover the needs of the trade as a whole, and that items of sectional nature should not be included as such. Equally is the committee unanimous in its decision that there was not, and is no intent to ask any organized grain exchange or board of trade to change its trade rules, but the Ass'n does welcome recommendations in which its rules may be amended if such amendment would be of mutual benefit, and careful consideration will be given to such recommendations.

"Advices from affiliated associations plainly show that more time is needed in which to secure complete information as to their desires, either in the matter of adoption of the trade rules of the National Ass'n or the writing of individual rules which will conform thereto.

"Your committee, therefore, requests that this whole matter of revision of trade rules be referred to the committee, for consideration of its members during the coming year and report to the next annual convention; That the sec'y's office continue its efforts to secure more complete reports from affiliated ass'ns, and their acceptance of national rules as a foundation for trading.

"Specific request was made to your committee for an amendment to trade rules which would specifically define a penalty for non-fulfillment of a contract. Your committee is of the opinion that Rules 7 and 8 cover the matter of 'Incomplete shipments' and 'Incomplete deliveries,' and that Rule 30 fully provides for the determination of the loss and penalty which is due in such cases.

"There was referred to the trade rules committee a request from a committee of feed distributors, which states that in case the trade rules committee should make a change in the rules whereby a specific penalty is provided for non-fulfillment of contracts, 'where prices are at ceiling, and it is impossible to buy it in and establish a loss.'

"That it was the united opinion of this committee of feed distributors that a similar provi-

sion should be made to include all feedstuffs, grain products and grain by-products.

"The report of the committee on trade rules having been made to the effect that Rules 7, 8, and 30 cover the matter of non-fulfillment of grain contracts, your committee has not made or recommended any change in rules, and believes that the present rules also will cover the other commodities mentioned.

"Your committee requests, however, that this item be referred to a special committee of feed dealers and distributors to consider whether they wish to amend those portions of Rule 15 of 'Feed Rules' insofar as they refer to breach of contract by the seller."

E. H. SEXAUER, Brookings, S. D., presented the report of the committee on nominations, which was unanimously adopted, as follows:

Officers and Directors Elected

Pres., F. Peavey Heffelfinger, Minneapolis, Minn.; 1st v-pres., Henry H. Green, Pattonsburg, Mo.; 2nd v-pres., Chas. G. Robinson, Memphis, Tenn.; 3rd v-pres., R. C. Booth, Cedar Rapids, Ia.

Directors elected (two years terms): Albert DeLuse, Indianapolis, Ind.; Ray Ayers, Slaton, Tex.; C. S. Woolman, Chicago, Ill.; E. H. Beer, Baltimore, Md.; Kilmer Bagley, Duluth, Minn.; J. H. Caldwell, St. Louis, Mo.; Clarence Lee, Dallas, Tex.; Max Cohn, Buffalo, N. Y.; Gene Warren, San Francisco, Cal.; Ben Fequay, Enid Okla.; Columbus Hayes Mt. Pleasant, Ia.; F. E. Gillette, Nashville, Tenn.; Granville Bond, Boston, Mass.; John Hedelund, Omaha, Nebr.; Robert Brundige, Kingston, O.; Walter Holstein, Milwaukee, Wis.; Norman Fitzgerald, Mankato, Minn.; H. E. Sanford, Portland, Ore.; Howard I. McMillan, Minneapolis, Minn.; John Hinck, Corning, Ia.; Frank Daniels, Binghamton, N. Y.; and Dan Southwell, Buffalo, N. Y.

The complete roster of directors includes those holding over, and those to be named, by the affiliated ass'ns.

Adjourned for banquet.

The Banquet

The Golden Jubilee Banquet was given at 6:30 p.m., Thursday, in the grand ballroom of the Stevens Hotel, with about 800 ladies and gentlemen at the tables.

An imposing array of notables graced the speakers' table, flanking Harold Stassen, the orator of the evening.

A barber shop quartet earned several encores.

A birthday cake high and wide and two feet long was presented to the Ass'n by the American Bakers Ass'n, represented by a governor Ernest L. Southwick, who made appropriate remarks, referring to the coming anniversary of his organization, the 50th likewise, in 1947, and suggesting that the trade be rid of government regulations.

Pres. Heffelfinger cut the initial slice of cake.

RAY BOWDEN called off the names of those seated at the speakers' table.

HAROLD STASSEN, former governor of Minnesota, and a candidate for the Republican nomination for president of the United States, discussed two important plans in the search for progress and peace. He advocated diffusion of powers to the workmen of America by secret ballot. He pleaded for individual freedom of action. This individual freedom is as essential in the future as in the past, he said. The Social and Economic Council of the United Nations, he said, is an important step in this respect.

"It will be found in the years ahead that no lasting solution of our domestic economic problems can be found unless at the same time progress is made in the related world-wide problems," he added. "It behooves the men in business and the trade associations in this country to make careful studies and definite recommendations for these United Nations policies."

The Letter Writers' Circle

The meeting of the Letter Writers' Club was well attended and each one in attendance gave an interesting experience regarding recent occurrences in his territory.

Frank E. Gillette, Nashville, Tenn., was elected Chairman and H. H. Green of Pattonsburg, Mo., was elected Secretary.

Among those in attendance were Clair St. John; Leo J. Carlin, Mnpls, Minn.; Frank E. Gillette, Nashville, Tenn.; Louis E. Howard, Topeka, Kansas; J. A. Olson, West Bend, Ia.; Donald R. Green; Tom L. Smart; Henry H. Green; T. C. Crabbs; P. E. Goodrich; Charles S. Clark, Chicago; Fred A. Derby, Topeka, Kansas; Madison Clement, Waco, Texas; Steve Wilder; Sam L. Rice, Sr. and Jr.; Duke Swanson; Bernie Holmquist; John R. Murray; Claud M. Cave; Smith Benham; B. E. Wrigley; Tudor Wilder; Ray B. Bowden, Washington, D. C.; Colin S. Gordon, Chicago; Perce G. Goodrich, Portland, Ind.; R. T. Creekmore, Winchester, Ind.; C. C. Barnes, Winchester, Ind.; E. H. Sexauer, Brookings, S. D.; H. J. Kapp, Decatur, Ill.; John S. Hedelund, Omaha, Nebr.; LeRoy D. Godfrey.

Ladies in attendance were Mrs. J. A. Olson; Mrs. Frank Gillette; Mrs. Louis E. Howard; Mrs. Charles S. Clark; Mrs. Fred Derby; Mrs. P. E. Goodrich; Mrs. Steve Wilder; Mrs. Sam L. Rice, Jr. and Sr.; Mrs. Duke Swanson; Mrs. LeRoy D. Godfrey; Mrs. C. M. Cave; Mrs. B. E. Wrigley; Mrs. Smith Benham; Janet Benham.

Registered Attendance

Registered attendance at 50th Annual Convention of the Grain and Feed Dealers National Ass'n follows:

ALABAMA: D. J. Murphy, John B. Willen, Birmingham.

ARKANSAS: J. B. Riley, Earle.

CALIFORNIA: E. Roberts Bailey, Claremont; F. W. Lewis, Van Nuys; Paul O. Palmer, Claremont.

LOS ANGELES: J. E. Baker, F. E. Devendorf, D. B. Long, Frank Vianet, Jr., S. C. Wassard.

SAN FRANCISCO: Jed. W. Burns, H. Clarence Eales, Robert W. Hufford, Jack Morgan.

COLORADO: Lloyd Case, Ft. Collins; Ralph W. Farr, Greeley; Vinc. Kerwin, Pueblo; G. W. Myers, Julesburg.

DENVER: Newt Gray, Fred W. Lake, Willis H. Richardson.

WASHINGTON, D. C.: Vernon M. Green, Charles Kenney.

FLORIDA: Fred Carter, Tampa; Mallory Roberts, Lake Alfred.

GEORGIA: James B. Crew, Howard Martin, Theo. Stivers, Atlanta.

ILLINOIS: Paul J. Anderson, Harold A. Abbott, Bloomington; S. L. Althouse, Mt. Morris; Froman A. Beach, Jerseyville; B. K. Collmeyer, Hoyleton; N. R. Constant, Lockport; R. L. Coomber, Freeport; W. E. Culbertson, Delavan; Verle G. Dollahan, Sullivan; E. B. Evans, Decatur; Everett E. Hamman, LeRoy; Robert L. Herrick, Harvard; R. Hasenwinkle, Bloomington; Zeno Hook, Cairo; J. W. Huegely, Nashville; C. F. Iverson, Elburn; A. C. Koch, Breese; George L. Kiley, Atwood; Clark C. King, Pittsfield; M. A. Ladd, Lockport; Laren R. Larich, Sullivan; Herbert J. Moore, Bloomington; H. E. Morgan, Clifton; Ray McCord, Farmer City; M. R. Milnor, Alton; Edw. P. Palmer, Springfield; N. R. Peine, Minier; C. R. Phillips, Champaign; Wilbur Payne, Streator; Charles T. Rees, Bradford; C. E. Richards, Zion; W. L. Smith, Sheldon; Milton Sonntag, Plainfield; Purvis Tabor, Sullivan; David G. Utley, Dixon; Donald J. Wallace, Galesburg; Virgil A. Wiese, Champaign; Sam Young, Danville.

DECATUR: D. L. Bowers, H. J. Furner, H. J. Kapp, H. T. Morris.

PEORIA: H. C. Banks, Smith Benham, John Benson, H. H. Dewey, Clay Johnson, Guy F. Luke, F. B. Tompkins, Jacob Young.

INDIANA: N. C. Altmansberger, Evansville; C. C. Barnes, Winchester; F. M. Becker, Hammond; Hugh C. Bragdon, Terre Haute; W. W. Burhop, Ft. Wayne; John H. Caldwell, Jr., Marion; F. E. Conder, Marion; D. W. Crutchfield, North Liberty; T. C. Crabbs, Crawfordsville; R. T. Creekmore, Winchester; F. N. Dahl, Lowell; Roy W. Ellis, Linton; D. S. Foster, Carmel; P. E. Goodrich, Winchester; Harold L. Gray, Crawfordsville; Willard E. Hart, W. E. Hughes, Ft. Wayne; James C. Pape, Fowler; Hank Parker, Charles C. Rogers, Frankfort; A. O. Thomas, Marion; B. A. Townsend, Ft. Wayne; C. W. Vidal, Terre Haute; Robert R. Weihe, Ft. Wayne; Jesse Zook, Camden.

INDIANAPOLIS: E. E. Allison, W. L. Christman, B. J. Gibson, J. E. Kiefer, Cecil F. Marsh, G. A. Pritchard, Ed. K. Shepperd, Fred K. Sale, Fred W. Scholl.

IOWA: Don V. Adams, Webster City; M. A. Cass, Jr., LeMars; J. M. Delagardelle, Gilbertsville; L. B. Darling, Cherokee; M. G. Dorr, Marcus; H. A. Evans, Davenport; John P. Fanning, Keokuk; R. C. Fleck, Kilduff; Alva Froehlich, Cleghorn; O. K. Fisher, Muscatine; A. J. Fraser, Storm Lake; James A. Gould, Muscatine; John Hinck, Corning; K. P. Jolly, Waterloo; Otis W. Joiner, Muscatine; Fred Kerber, Emmetsburg; James H. Kent, M. C. Larson, Harry G. McKee, Muscatine; J. A. Olson, Davenport; Carl G. Orsinger, Waterloo; V. C. Pierce, Cherokee; H. P. Seward, Marshalltown; Paul Schmidt, Riverside; D. S. Stephens, Dubuque; Jack Stone, Collins; Art Torkelson, Ft. Dodge; E. H. Utroska, Clinton; W. C. Walker, Ogden; C. R. Whitney, Aurelia; W. C. Young, Sac City.

CEDAR RAPIDS: R. C. Booth, Harry Flow, Guy E. Hillier, W. D. Smith, Z. A. Salit, E. W. Sommer, Steve Wilder, Tudor Wilder.

DES MOINES: Walter C. Berger, Don R. Jorgensen, C. A. Milligan, D. O. Milligan, C. M. Stormes, Mark Thornburg.

SIOUX CITY: Stanley Eales, W. H. Marriott, S. A. McMaster, Joseph B. Roberts.

KANSAS: O. E. Case, Hutchinson; Claud M. Cave, Dodge City; A. W. Estes, Hutchinson; R. P. Johnson, Independence; Ed Morgenstern, Tilman O. Moe, Salina; C. L. Smith, Conway Springs; Grover Simpson, Salina; Tom L. Smart, Lawrence; Sam P. Wallingford, Wichita.

TOPEKA: F. A. Derby, L. E. Howard, E. Lieber.

KENTUCKY: LOUISVILLE: Milton Crowe, Breckenridge Moore, Roland S. Mather.

LOUISIANA: NEW ORLEANS: Paul H. Feuer, W. B. Fox, Chas. J. Winters.

MARYLAND: Martin L. Johnson, Cumberland.

BALTIMORE: E. H. Beer, Jr., O. W. Benedict, Sam J. Beyhan, T. A. Bixler, Jos. A. Calahan, Jas. K. Daugherty, George L. Lettze, F. G. Schmidt.

MASSACHUSETTS: Hughes A. Desautels, New Bedford; Dean K. Webster Jr., Lawrence.

BOSTON: Granville Bond, John J. King, John H. Lee, F. J. Sennett, Robert S. Wallace.

MICHIGAN: D. R. Agin, L. C. Borsum, Battle Creek; Ward W. Bronson, Alma; Evart Himebaugh, Mt. Pleasant; H. E. Henne, Bay Port; Dan A. McDonald, Bad Axe; G. F. and L. E. Marshall, Lansing; Frank Ryman, Mt. Pleasant; L. M. Swift, Lansing; C. Stevens, Robert W. Wiper, Detroit.

MINNESOTA: N. B. Fitzgerald, Mankato; Phil. Guettler, Jr., Cologne; Allan Moore, Mirm; C. A. Potter, Morgan; R. M. Serkland, St. James; C. N. St. John, Worthington.

DULUTH: Fritz Corrigan, Walter R. McCarthy.

MINNEAPOLIS: Richard A. Blomfield, Harold W. Boyd, W. L. Brisley, Shuman W. Buck, A. L. Burdick, R. G. Cargill, Leo J. Carlin, O. F. Clayton, L. L. Crosby, John H. Dunn, R. M. Edstrom, D. G. Fisk, Wayne Fish, M. E. Grant, B. L. Haertel, Milton B. Kihlstrom, Ken W. Lawson, Walter S. Leary, J. H. Marfield, Chris Miller, J. F. McElligott, John D. McCaul, R. H. Newsome, R. L. Newsome, S. N. Osgood, Lee F. Pratt, Edmund Pillsbury, E. T. Pettersen, D. W. Ryan, P. J. Slettedahl, J. R. Stuart, Harry Shere, A. L. Stanchfield, G. C. Spriesterbach, M. E. Scroggins, H. H. Tearse, R. C. Woodworth.

MISSISSIPPI: Victor G. Smith, Greenville; J. L. Wideman, Meridian.

MISSOURI: Harry B. Bolte, Slater; Donald Green, H. H. Green, Pattonsburg; Rex Hedrick, Buckner; A. J. Mann, Clinton; D. A. and H. H. Meinershagen, Higginsville; H. W. Rothenstreich, Mexico.

KANSAS CITY: Cort Addison, F. W. Bartlett Jr., Max Bates, John Blowers, Stan G. Cronin, Jack D. Dean, Chas. B. Dreyer, A. F. Emrie, John G. Flynn, F. J. Fitzpatrick, Loyd M. Faris, A. J. Gallagher, L. C. Grubb, Ernest M. Hibbs, Gunnard Johnson, Loren W. Johnson, E. R. Jensen, Fred L. Klecan, W. B. Lathrop, Jack Martin, R. D. Nathan, Robt. C. O'Brien, B. J. O'Dowd, Jerry Parks, Erich B. Reiner, James J. Rick, W. H. Schneider, Frank A. Theis, Paul Uhlmann.

ST. JOSEPH: W. Catron, Jr., H. L. Danden, Arthur E. Frank, R. G. Graham, C. D. Kieber.

ST. LOUIS: J. H. Caldwell, E. G. Cheronnier, Eldred A. Cayce, Hal Dean, R. R. DeArmond, H. R. Diercks, E. C. Dreyer, Carroll Gunnin, E. J. Guinsaul, Van Hodges, Ward Kilgore, D. W. Livingston, T. J. Mateer, Julius Mayer, R. E. Nye, Ben M. Scheulein, H. H. Savage, David P. Swan, Herb Schneider, J. D. Sykes, Harold H. Vogel, C. H. Williamson, F. G. Wellinghoff, R. E. Wiese, W. J. Westerman.

NEBRASKA: Fred Bahr, Barneston; Chas. N. Deaver, Sidney; John C. DeMers, Sunol; Garrett B. Dudden, Venango; Adrian G. Ehrenberger, Schuyler; Howard W. Elm, Zane Fairchild, Lincoln; John Huttenmeyer, Humboldt; Alva Jensen, Cozad; N. A. Johnson, Sidney; E. C. Murray, D. B. McOstrich, Ord; C. N. Ogden,

Crop Reports

Reports on the acreage, condition and yield of grain and field seeds are always welcome.

BUFFALO: O. E. Auerbach, Max F. Cohn, E. B. Collard, Harry G. Cowan, Ben Davis, G. W. Durant, J. F. Gerard, Fred E. Haller, Sam L. Hassell, Gustave M. Loebel, Robert Loveland, Edw. J. Nolan, F. E. Smith, Dan A. Southwell, J. B. Stouten, Theo. A. Wagner, Charles B. Weydman.

NEW YORK CITY: J. L. Burke, Moses Cohen, Harry R. Caldwell, John A. R. Corcori, C. B. Croffton, Dick Cunningham, Jack Feldman, James W. Kellogg, F. M. Leahy, W. M. Lambert, T. T. Malloch, C. J. Martenis, B. V. McKinney, Wilbur May, F. A. Schumacher, Clark H. Sparks, Fritz Stern, Paul Whitman.

NORTH CAROLINA: C. F. Morriss, Charlotte.

OHIO: L. G. Bradstock, Wilmington; R. H. Brundige, Kingston; Geo. E. Butler, Cincinnati; Frank C. Cain, Cleveland; J. C. Custerbender, Sidney; Darrell M. Dome, Cincinnati; Fred W. Duncan, Metamora; E. C. Eikenberry, Camden; H. R. Eshelman, Jr., Circleville; L. A. Gilliland, Van Wert; Edgar M. Hieber, Bloomville; Floyd E. Hiegel, Delphos; E. H. Howard, Circleville; O. P. Hall, Greenville; Bob Hendrick, Fostoria; W. E. Harvey, Kirby; C. S. Hiege, Leipsic; Burton R. Hoaglin, Scott; Thomas J. King, Cincinnati; Mike Karr, Columbus; Elton Kile, Killeville; Harry B. Lee, F. J. Maurer, Fostoria; J. F. Motz, Brice; Geo. H. Moorhead, Leipsic; D. E. Merrick, Dunbridge; A. H. Poppe, New Bremen; Frank A. Parmam, Oak Harbor; Nelson F. Richards, Cortland; S. L. Rice, Metamora; L. J. Schiller, Oak Harbor; C. V. Thomas, Columbus; E. B. Terrill, Jr., Cincinnati; Charles W. Teitworth, Lima; Fred E. Watkins, Cleveland; Alfred P. Eler, Nevada.

TOLEDO: Paul Atkinson, Paul Barnes, M. H. Faulring, G. R. Forrester, R. R. Fasnaugh, E. J. Glentzer, Clay Kabat, L. J. Schuster, A. E. Schultz.

OKLAHOMA: George W. Simpson, Hobart. ENID: E. R. Humphrey, Dale H. Johnston. Carl M. Newberry.

OREGON: PORTLAND: Leon S. Jackson, H. E. Sanford.

PENNSYLVANIA: Jack B. Eshelman, Lancaster; R. E. Larson, Harrisburg; H. F. Schell, Lancaster.

PHILADELPHIA: Raymond J. Barnes, Biren Bass, Ray Christ, Chris. E. Donegan, Fred J. and Fred R. Faber, John H. Frazier, H. W. Glassmyer, P. W. Markley, E. W. Rockafellow, M. E. Smith, Jr., A. C. and Louis D. Toll, W. H. Dunwoody Zook.

PITTSBURGH: E. H. Flinchbaugh, C. L. Maddy, Geo. E. Rogers, Jesse Stewart.

SOUTH DAKOTA: Dale S. Borgum, Sioux Falls; E. H. Sexauer, Brookings.

TENNESSEE: J. W. Jefferson, Union City.

NASHVILLE: C. C. Fivian, Frank E. Gillette.

MEMPHIS: Julien L. Brode, R. W. Farmer, Wilb. A. Hall, M. D. Houseal, Lee G. Hill, Ed. Jappe, Fred C. Lovitt, H. L. McGeorge, Chas. G. Robinson, W. R. Smith-Vaniz, Harold Sullivan, A. A. Williams, Grider Wiggs.

TEXAS: Madison Clement, Waco; Willy Culpepper, Beaumont; Joe S. Morris, Amarillo; H. G. Stinnett, Plainview; R. E. Wendland, Temple.

DALLAS: Wiley Akins, J. Lanham Higginbotham, Wm. T. Mulcahy, Jr., Jay D. Smith, Ralph C. Strader.

FORT WORTH: Jack Greenman, W. W. Manning, Leo Potishman, Julian Scott.

HOUSTON: Bruce H. Carter, R. Tullis Cofer, A. F. Miller, F. H. Snell.

VIRGINIA: C. C. Campbell, Jr., J. W. Reynolds, Roanoke.

WASHINGTON: H. Fay Smith, Seattle; Pete Stallcock, Spokane.

WISCONSIN: Pat Hennessey, Madison; Irvin Marcus, Colby; Fred Pittelkow, Oshkosh; Frank Rabenowich, Phillips; T. A. Strid, Green Bay; Geo. A. Wassenaar, Madison.

MILWAUKEE: Robert G. Bell, Allen A. Breed, A. E. Hessburg, Walter C. Holstein, W. A. Hottensen, J. W. Jouno, G. W. Kruse, H. W. Kusserow, Edward LaBudde, John H. Parker, H. I. Rode.

WYOMING: R. W. Noland, Casper.

CANADA: Anger Armstrong, Walkerville, Ont.; John L. Cavanagh, John W. Hamm, J. O. D. Milville, John E. MacDonald, C. F. Popham, Toronto, Ont.; Neal Allen, Menomonie, Lincoln; H. E. Pancero, Lexington; John P. Quirk, Crawford; Willard W. Rogers, Ainsworth; Don Ruppe, Lexington; Kermit Wagner, Schuyler.

OMAHA: F. C. Bell, C. E. Belman, W. T. Burns, H. C. Christiansen, Fred Deffenbaugh, Albert Hedelund, John G. Hedelund, B. O. Holmquist, C. H. Kenser, R. E. Miller, Adolph Mayer, Frank P. Manchester, A. McKinley, R. M. Scouler, Frank J. Taylor, J. L. Welsh, H. B. Waller, H. O. Wandel.

NEW YORK: J. Leon Anderson, R. E. Baer, Jamestown; Herb Barndt, Binghamton; Gustavus A. Bentley, Jamestown; Frank C. Daniels, Binghamton; James D. Ditzler, E. C. Kessler, Jamestown; S. D. Ormsby, Oswego; Johnnie Storm, Utica; J. H. Welch, Olean.

Lewiston, Ida.—Wheat harvest in the Clarkston valley is nearly completed, with the yield much heavier than last year. No damage by rain or hail, and all are unanimous in its being a bumper wheat year. Lewis Alboucq, who planted part of his land in Orfed, a new type of wheat, reported that the yield of this variety was only 22 bus. an acre. He started harvesting his Rex wheat, and it runs 25 bus. to the acre.—F. K. H.

Pratt, Kan.—Altho hot winds and dry weather had seemingly cooked the kafir and milo maize here, recent rains and cooler weather has brought new life to the plant and it is promising to be a bumper crop. The feed and grain crop of Southwest Kansas has taken a great stride forward. The headed milo has now advanced 50 per cent and will make a good crop. It is now believed that the coming feeding season will find plenty of seed and feed on hand for all demands.—G. M. H.

Topeka, Kan., Sept. 11.—The production of sorghums for grain is estimated at 10,360,000 bus. compared with 16,632,000 bus. in 1945 and the 10-year average of 16,297,000 bus. Sorghum is generally showing some improvement following the rains in the last part of August and early September after being retarded by the summer drought. Irrigated fields and those on summer fallow ground have good prospects but represent a rather small proportion of the acreage.—H. L. Collins, Agr. Statistician in charge, Kansas State Board of Agriculture.

Oklahoma City, Okla., Sept. 11.—August rains were of great benefit to broomcorn and crop prospects have shown a marked improvement. On the basis of reports on or about Sept. 1, the indicated broomcorn production in the State is 13,500 tons, compared with 10,500 tons a year ago and 13,040 tons for the 10-year (1935-44) average. The yield is estimated at 330 lbs. per acre compared with 285 lbs. a year ago and 299 lbs. for the 10-year average. Most of the standard broomcorn in the Lindsay area was harvested by Sept. 1.—K. D. Blood, Agr. Statistician in charge, Bureau of Agr. Economics.

Austin, Tex.—Prolonged heat which has held Texas in its grip and caused a general drouth throuth the state has caused some deterioration of some Texas crops while other crops will give normal yields, according to the general crop report just issued by the Bureau of Agricultural Economics here. For the major crops the outlook was summarized as: Wheat: Estimate 53,613,000 bus., about 12,000,000 bus. more than in 1945 and about 19,000,000 bus. above the 10-year average. Corn: Drouth has hurt this crop. The estimated yield of 65,472,000 bus. is down 1,000,000 bus. under the 1945 production. Sorghums for grain: 51,268,000 bus. estimate is down some 9,000,000 bus. from 1945, but above the 10-year average.—H. N.

Minneapolis, Minn., Sept. 11.—Corn made fair to good progress, and is denting in all areas. For the most part, the crop is two or three weeks ahead of last year, and with normal weather from now on, a matured, high quality crop can be expected. In feeding value, the 1946 corn crop will really be a record breaker. Soybean podding was heavy this year, and filling was retarded only in a few spots by lack of sufficient moisture. Yields in the main growing areas will average above normal. Late sorghum grains in Kansas and northwest Texas have received some much needed moisture. The heavy growing areas in the Southwest, however, were hurt by the drouth, and production is very disappointing when compared with the last two years.—Cargill Crop Bulletin, T. J. Totushek, editor.

Springfield, Ill., Sept. 11.—Corn generally continues good to excellent. It progressed to maturity rapidly this week. The ears are generally quite large and heavy and are therefore turned downward. Only a few reports came in with kernels in the dough stage; most of the corn has begun to dent with some well along. Our correspondents report that corn needs at least two more weeks of hot and dry weather. Corn borer damage is much less than that of last year. Soybeans continue to have good to excellent condition. Leaves are starting to turn yellow in most areas. If frost will hold off for at least three more weeks a bumper bean crop is promised. In a few widely scattered localities, some are being cut for hay; on a few other farms the crop is being plowed under and disked into the soil.—Arthur J. Myers, temporarily in charge, Illinois Weekly Corn and Wheat Weather Bulletin.

Maxwell, N. M., Sept. 15.—Plenty of rain; pasture land looks fine. Farmers busy sowing winter wheat. Prospects for a good crop year in 1947.—Carl J. Carlson.

Boise, Ida.—The Department of Agriculture forecasts Idaho 1946 dry bean crop at 1,904,000 bags; 178,000 bags larger than 1945, but smaller than production any of the other war-time years.—F. K. H.

Falls City, Neb.—In the three years that Pawnee wheat has become available for general planting, more than 75 per cent of Richardson County farmers have turned to that variety.—P. J. P.

Rockport Ill., Sept. 11.—The corn crop in Spencer County is looking good and an average yield this fall is predicted. Recent heavy rains in the lowlands did not do material damage to the crop. Farmers are planning to sow an average wheat crop.—W. B. C.

Wenatchee, Wash., Sept. 9.—Better than 75 per cent of the Douglas County wheat crop has already been harvested and all of it is in elevators or sacks. Yield is between 15 to 20 bus. per acre. There is an estimated 230,000 acres. Labor situation has been excellent.—F. K. H.

Decatur, Ill., Sept. 17.—The more advanced fields of soybeans are beginning to show yellow leaves, which means the beans are finishing up and with continued favorable weather should be ready to harvest by the first of next month. After the August rains, more weeds are beginning to show up.—Baldwin Elevator Co.

Enid, Okla., Sept. 11.—Owing to the resumption of rains in Oklahoma during the latter part of August, conditions are approaching more nearly normal at the present time. In other words, farmers have been busy in the fields preparing the ground for seeding.—Oklahoma Grain & Feed Dealers Assn., E. R. Humphrey, Secy.

Oklahoma City, Okla., Sept. 2.—Since most of the wheat belt, including the Panhandle, has received rain, conditions generally are favorable for starting the new crop, with planting scheduled to begin about Sept. 10. Goal for the state is 6,466,000 acres, compared to 6,330,000 acres planted for 1946.—The Atchison, Topeka & Santa Fe Rwy. Co.

Houston, Tex.—The rice harvest in the southern belt of Texas and Louisiana got under way in mid-August. Showers delayed the harvesting of the early crops but benefited the later crops. Between season dullness has prevailed in the rice markets and practically no milled rice was available for the market following the reinstatement of price ceiling.—P. J. P.

Boise, Ida., Aug. 30.—Idaho's 1947 wheat goal is 1,300,000 acres, compared to 1,221,000 acres in 1946, State Director Milford J. Vaught advised. Because of the low levels of the world's wheat stocks the coming year's goal is somewhat larger than would normally be desired for proper conservation and land utilization. The increased goal for Idaho follows the upward trend of other wheat producing states.—F. K. H.

Dallas, Tex., Sept. 2.—Grain sorghums in central Texas were hard hit by the drouth and almost a complete failure resulted. While most fields show practically no heads, some dwarf varieties will yield up to 50 per cent of a crop. Returns ranging up to 75 per cent are seen in north Texas. Hay and other feed supplies, including pastures, have been reduced by dry weather.—The Atchison, Topeka & Santa Fe Rwy. Co.

Higginsville, Mo., Aug. 25.—Corn is maturing fast. Some farmers have started to feed the new corn and I think in a month from now new corn will be ready to come to market, which is earlier than in past years. The corn pickers want to get this corn out as fast as possible altho we hesitate and try to have them wait until this corn is of lower moisture, but this being a machine age, everything seems to be done in a hurry and to get the job over is the main objective.—D. A. Meinershagen, sec'y, Missouri Grain, Feed & Millers Ass'n.

Grain and Feed Trade News

Reports of new elevators, feed mills, improvements; changes in firms; fires, casualties, accidents and deaths are solicited.

ARIZONA

Phoenix, Ariz.—The Allied Grain Co. will build a 12-bin 8,000-ton storage capacity grain elevator on a tract of land adjoining its offices at 310 South 24th Ave., Archie Kroloff, pres. of the firm, announced. Work will begin at once. Chalmers & Borton designed the house; the Del E. Webb Const. Co. has been engaged to do the work. The elevator will be constructed of reinforced concrete, with sliding forms. Estimated cost is \$90,000, with equipment to cost an added \$45,000. The project is expected to be completed about March 1, ready to handle the spring grain crop.

ARKANSAS

Morrilton, Ark.—W. T. Smith has formed the Farmers Supply Co., and will handle flour, feed, grain and other goods.—P. J. P.

Newport, Ark.—Simpson Feed Co. is building a 60,000-bu. elevator for small grain storage adjoining its warehouse.—E. W. F.

Clarksville, Ark.—L. J. Churchill has purchased the Feeders Supply Co. store. He will continue his mercantile business at Dover, Ark.—J. H. G.

Clarendon, Ark.—The Clarendon Mercantile Co., which will handle feeds and grain, and other merchandise, has been formed by Chick and Audry Kline.—P. J. P.

Fort Smith, Ark.—Holt Condren, former member of the Farmers Supply Co., Russellville, Ark., has bought the interest of R. J. Middleton in the local Feeders Supply Co.—J. H. G.

Russellville, Ark.—Fred Canerday has purchased the interest of his partners in the Feeders Supply Co. and is now sole owner of the Purina store. He will continue the business under the same name, with no change in present personnel.—J. H. G.

Wynne, Ark.—Gibbs & Harris Rice Drier, Inc., has been incorporated and will engage in the drying and storage of rice and other grains. The firm has an authorized capital of \$50,000 and the incorporators are C. T. Gibbs, J. H. Harris and J. L. Shaver of Wynne.—P. J. P.

West Memphis, Ark.—The Wm. L. Johnson Co., Inc., has been incorporated; authorized capital stock of 1,000 shares of n.p.v.; to deal in grains, seeds and other farm products. Stella White was named resident agent and the incorporators are Roy A. Prediger, Charles F. Leining and Marie L. Ciani of New York.—P. J. P.

Monette, Ark.—Ralph R. Ratton announced his new elevator is ready to receive the 1946 soybean crop. The equipment is new and modern and the plant ranks among the best in this section of Arkansas. In the near future Mr. Ratton will add a modern feed mill in connection with the grain elevator and produce several types of commercial feeds.—P. J. P.

CALIFORNIA

Los Angeles, Cal.—Machinery in the factory of the Copra Oil & Meal Co., Ltd., was destroyed by fire recently, the loss estimated at about \$500,000. A rock in the copra was believed to have caused a spark that ignited the copra, a substance containing 65 per cent inflammable oil, Willis Merrill, ass't general manager of the plant, stated.

Fontana, Cal.—The Fontana Hog Ranch has been sold to M. H. Lerner, Riverside grain and feed dealer.

Tule Lake, Cal.—Warehouses at the old Jap camp are being used as storage houses for grain raised in this area which cannot be readily shipped out because of the railroad car shortage. The Bureau of Reclamation has made available the buildings to the Tule Lake Growers Ass'n. Five large warehouses on S. P. built during the lifetime of the Jap camp are being used. Both bulk and sacked grain is being stored in the buildings. Storage of 1,000,000 bus. of grain is planned for the warehouses.—F. K. H.

COLORADO

Hudson, Colo.—Mail addressed to Carlson's Grain & Feed Elevator has been returned by the post office marked "out of business."

Greeley, Colo.—The Farr Co. will build a feed mill and grain elevator south of Highway 14 at Greeley in the fall. The Union Pacific Railroad is laying a spur track to the building site.—P. J. P.

ILLINOIS

Avon, Ill.—Bader & Co.'s elevator was destroyed by fire the night of Aug. 28.

Buckingham, Ill.—Jos. A. Urbain, 70, a grain dealer here for the past 25 years, died Aug. 20.

Latham, Ill.—The Beall Grain Co. is now operating under the name of C. C. Rager & Son.

Loda, Ill.—The Co-op. Elevator recently installed a new 10x24 ft. deck scale and is enlarging the scale office.

Burnett (Buda p. o.), Ill.—M. D. Fifield is manager of the Burnett Farmers Co-op. Elvtr. Co., succeeding Verne Westervelt.

Osbornville, Ill.—Harry Ferguson is manager of the Consolidated Grain Co., Inc.'s elevator, succeeding V. H. Davidson.

Redmon, Ill.—Ivan J. Brinkerhoff, 62, who, with his father, Araminta Hanna Brinkerhoff, operated the Redmon elevator for a number of years, died here Sept. 2.—P. J. P.

Watseka, Ill.—Fire in a pile of coal at the Farmers Grain Co. was extinguished before much loss resulted. Spontaneous combustion in the 100 tons of fuel started the flames.

Hillsdale, Ill.—John Hungerford, recently discharged from the armed forces, is new manager of the Co-op. Elvtr. Co. elevator, succeeding Fred Reuter, who resigned to move to his farm in Georgia.

Mattoon, Ill.—C. C. Turner has sold the Big Four grain elevator to the Illinois Grain Corp. The Farmers Grain Company of Dorans, managed by Andrew Homann, will operate the elevator beginning Sept. 15.—P. J. P.

Gibson City, Ill.—The McMillen Feed Mills, a division of Central Soya Co., sponsored a meeting and barbecue for their dealers of Illinois, Missouri, Wisconsin and western Indiana on Aug. 28. Approximately 750 persons attended.—P. J. P.

Litchfield, Ill.—M. J. Buscher, 72, head of M. J. Buscher & Son, grain and builders supplies, who was injured in an automobile accident at Lynon, Colo., is at St. Joseph's Hospital, Denver, Colo. He remained conscious most of the time and his physician reported Sept. 3 that apparently he was out of danger.—P. J. P.

Cramer (Elmwood p. o.), Ill.—Fire destroyed Capron & Kornmeyer Grain Co.'s elevator and its contents Aug. 27; 4,000 bus. of oats and 1,500 bus. of corn had been received at the elevator shortly before the fire. Loss was estimated at \$50,000.

Paris, Ill.—The grain mill and elevator of the Illinois Cereal Mills, Inc., and 100,000 bus. of corn burned early Sept. 10. The corn loss was estimated at \$190,000. The plant is located outside Paris on the New York Central railroad's Cairo division tracks.

Tuscola, Ill.—The Tuscola Co-operative Grain Co.'s new elevator is nearing completion and machinery is being installed, included being elevator leg, sheller, overhead hoist and gyrating cleaner. Later an extra cleaning machine will be installed.—P. J. P.

Griswold (Cullom p. o.), Ill.—The Rittenhouse Grain Co. elevator has been sold by Harold Rittenhouse to Art Falter, Cheneyville, and Floyd Drew, Purdueville. Russell Drew, who has been working at the elevator since his return from army service, will be manager for the new firm.

Quincy, Ill.—The Quincy Soybean Products Co. has completed the erection of the third bin of a battery of storage tanks in time to purchase and process 1,500,000 bus. of soybeans. The bin is 130 ft. high and 35 ft. in diameter; storage capacity, 100,000 bus. of soybeans; with the other two tanks built last year, the company has 1,000,000 bus. storage capacity of soybeans.—P. J. P.

Cadwell, Ill.—At a meeting of the Moutrie Grain Ass'n held at Sullivan, Ill., T. H. Boyd, manager, reported that the association had handled 634,000 bus. of grain. This represented an increase of 50 per cent over the amount handled the preceding years. The association owns and operates elevators here and at Williamsburg. Cash dividends amounting to \$8,268 were distributed to the members.—P. J. P.

LaPlace, Ill.—The V. Hawthorne grain elevator here has been purchased by the Sullivan (Ill.) Grain Co., and will be operated under the name of the LaPlace Elevator, with Arthur W. Sill of Dalton City, a World War II veteran, as manager. The elevator has a capacity of 40,000 bus. and was erected in 1904 by the late S. Victor Hawthorne. The last three years the elevator has been operated by a daughter of Mr. Hawthorne and a manager.—P. J. P.

Havana, Ill.—The Havana River Grain Co. will build a 70,000-bu. elevator of concrete and steel with barge loading facilities that will consist of an endless conveyor, enclosed and supported by steel framework. All machinery installed will be of latest type. The new structure will be constructed on property recently purchased from Havana Co-op. Grain Co., fronting 500 ft. on the Illinois River, and will be located west of the present elevator and office building on the site.

McHenry, Ill.—The Meath Sales Co., Chicago, distributors of chemical and vitamin products for the feed trade, has purchased the properties of the McHenry Flour Mills, West McHenry, and will use the building for warehouse space and the equipment to expand its production of special chemical mixtures. The firm's Chicago office was closed Aug. 28 and the headquarters will now be at the local plant. The company will operate as the McHenry Flour Mills for the present, Wm. Meath stated.

Sterling, Ill.—John A. Kadel has sold his elevator and business operated under his name to Marcel Metzner, who took possession Sept. 1. Metzner for a number of years was connected with the Sterling-Rock Falls Co-op. Marketing Ass'n, and for several years was manager of its elevator, resigning several months ago to go to Shabonna to manage an elevator there. Unable to obtain a home there for his family, he withdrew and returned here. Mr. Kadel will take a long vacation.

Mattoon, Ill.—A group of local citizens appeared before the city council Aug. 20 protesting against the proposed erection of a grain elevator by A. C. Davis, a Mattoon grain broker. They based their objections on the statement that an existing elevator in the neighborhood where it is proposed to erect the new structure has had three fires the last few years and the new elevator would be a "hazard to life and property." The city commission filed the petition for future action.—P. J. P.

CHICAGO NOTES

The Chicago Feed Club will hold its annual golf tournament Sept. 12 at the Itasca (Ill.) Country Club.

Patrick H. Hoy, vice-pres. of the Amber Mills Corp. of Minneapolis, Minn., before entering the Navy from which he was discharged recently with the rank of lieutenant, has been elected assistant to the president of the Hotel Sherman, Inc. Mr. Hoy was in the milling business for more than 13 years in Minneapolis.

Frank E. Glover, sole proprietor of the Rogers Grain Co. for the past ten years, and connected with the company since his boyhood, has joined forces with the Hagerty Grain Co., in which he has a working interest with the other partners, Wm. D. Hagerty and John C. Lyons. Mr. Glover will continue to look after the interests of customers in the cash grain business as before on the floor of the Board of Trade, but in the name of the Hagerty Grain Co., where he has taken offices in the Board of Trade building.

INDIANA

Dale, Ind.—The Witte Milling Co. is building a warehouse adjacent to its mill.

Elwood, Ind.—The Madison County Farm Bureau expects to have its elevator completed in time for the bean harvest.

Tippecanoe, Ind.—Urschel Bros. have sold their elevator and lumber business, operated for 33 years, to the Marshall County Farm Bureau Co-op., who will take charge Oct. 1.

Atherton, Ind.—Daniel V. Cottrell, 78, well known Vigo County grain dealer, who with his brother had operated grain elevators in the county for many years, died recently.

Etna Green, Ind.—The Etna Lumber & Elvtr. Co. will build an elevator to replace the one that burned recently. Application for the improvement has been approved by the C.P.A.

Oxford, Ind.—The Corn Belt Grain Co., Inc., has been incorporated, to do a general grain and feed business; 1,000 shares, n.p.v.; incorporators: Freeman A. Leas, R. Gordon Phillips, Forrest E. Leas, Ray F. Smith, Clarence W. Lawson, James N. Dewey and J. Willard Miller.

Fortville, Ind.—The Fortville Grain Co. has entered on an extensive expansion and remodeling program. The building north of the elevator will house the new truck scale and general offices of the firm. The north building will be used as the service and parts building for implements handled by the firm. Phil and Richard Hardin are owners of the firm.

Judyville, Ind.—The Davis Grain Co.'s elevator, operated by Thos. E. Davis for the past 28 years, has been sold to Knowles & Sons, owners of elevators at Tab and Mellott. Mr. Davis and his father, the late Frank Davis, operated the elevator as partners for many years. Mr. Davis, who continued the business alone following his father's death, plans to take a long vacation.

Middletown, Ind.—I will not rebuild my elevator by myself; might rebuild if others are interested.—Howard Davidson, Middletown Grain & Coal Co. (Middletown Grain & Coal Co.'s elevator burned July 27).

Columbus, Ind.—The Farmer Marketing Ass'n will build an elevator and feed house to replace the elevator that burned last May. Foundation for the feed house will be installed this fall but it is planned to delay start of work on the elevator section until next spring, when it is hoped materials will be available. Cost of the structure is estimated at \$85,000. Fred H. Suhre, manager of the Ass'n, stated the new elevator unit will be about 30 x 33 ft., of wood construction covered with corrugated iron, and about 79 ft. high. It will have 8 bins of 2,000 bus. each capacity, and will not be used as a storage elevator, but to receive grain and load out at once. The feed house will be 150 x 80 ft., one story high, with basement, and separated from the elevator by a fire wall and driveway. Construction contract was let to L. G. McMillin.

IOWA

Laurens, Ia.—Clair Locke was renamed manager of the Farmers Co-op. Elevator at the recent annual meeting.

Hancock, Ia.—The Priest & Jacobsen elevator has been sold to Joe Keller of Maryville, Mo., who has taken over the business.

Shenandoah, Ia.—E. M. Barton has resigned as manager of the Farmers Co-op. Exchange elevator, effective Jan. 1, 1947, after 20 years' service.

Gilmore City, Ia.—The North Central Iowa Elevator has been leased to Cargill, Inc., and is now operating under that name with Maurice M. Kelly as manager.

Manilla, Ia.—W. R. Sebern has sold his local elevator to the Gruhn Hybrid Seed Co., who will use it for storing seed corn. Mr. Sebern will continue to operate his elevator at Astor.

Waucoma, Ia.—The Waucoma feed mill, owned and operated by George W. Dungey for about 28 years, was sold to Birnard Deeny, until recently employed as Ford garage mechanic.

Davenport, Ia.—Burglars were routed from the Teske Milling Co. building early Aug. 27 when tear gas was released in the safe which they broke open. They forced open a rear door to gain entrance to the plant.

Eldon, Ia.—Don R. Shields, former assistant manager of the A. D. Hayes Co. elevator, has been appointed local manager, succeeding C. H. Frescoln, who resigned and has purchased an elevator at Sigourney, Ia.

Clinton, Ia.—Don Hunter, controller of Pillsbury's Feed and Soy division, has been appointed manager of the division's Clinton branch in addition to his present position as controller of the feed and soy divisions.

Guttenburg, Ia.—Ernest S. Smith, manager since its opening, has purchased the stock and lease of the equipment of the Meuser Milling Co. He will continue to operate the plant as the Guttenburg Mill, as owner and operator.

Stanley, Ia.—The Kauffman Grain & Feed Co. held open house Sept. 5, celebrating completion of improvements made at the elevator. Entertainment was provided and pancakes, sausage, coffee and other refreshments were served.

Strahan, Ia.—The Bates-Collen Co. has razed its north elevator and will move the material to Sidney for construction of an elevator if additional materials are available. Mr. Collen stated the other local elevator will be repaired and renovated.

Missouri Valley, Ia.—Clark Weatherly pleaded guilty recently to the charge of stealing 5 bus. of grain from the Loveland Elvtr. Co. elevator and was fined \$300 and costs and given a suspended sentence of one year in jail by District Judge Chas. Roe.

Pacific Junction, Ia.—The Iowa Alfalfa Co.'s new dehydrating plant was awaiting shipment from Wisconsin of two large diesel engine power units to go into scheduled full operation the first week of September. The new \$95,000 project was receiving final installations of machinery, construction and processing details.

Centerville, Ia.—Extra concrete storage tanks for 300,000 bus. were completed in August at Pillsbury Mills' local soy bean plant. Installation of conveying and elevating equipment will be finished by early October, in time for the new crop of soy beans. The added storage gives Pillsbury a capacity of 525,000 bus. here.

Des Moines, Ia.—The first fall meeting of the Des Moines Feed Club was held Sept. 10 at Hotel Commodore, the meeting place having been changed because the East Des Moines club rooms are being remodeled. Officers were elected and Washington developments relating to the grain business and feed business were discussed.

Lincoln, Ia.—At the close of its fiscal year ending July 31, the Farmers Co-operative Elvtr. Co. showed a net profit of \$32,118.75. The year's sales were \$423,613.83; the gross earnings from custom grinding was \$6,943.92. At the annual meeting held recently, a lunch was served and dividends paid. E. L. Kreger, of Ralston, spoke at the meeting. J. F. Gebers is the manager.

Council Bluffs, Ia.—A district meeting sponsored by the Feed Institute of Iowa will be held Sept. 23, 7 p.m., at Hotel Chieftain. Speakers will include Dr. E. E. Clore of Greenwood, Ind., Mark Thornburg, Des Moines, sec'y of the Western Grain & Feed Ass'n, Carroll Swanson, Des Moines, and Floyd Bloom, Shenandoah. A panel discussion will follow the addresses. One hundred persons are expected to attend.

Hamburg, Ia.—The Reid Grain Co. is rebuilding its elevator and making extensive improvements, following the fire that recently damaged the house. The storage capacity of the building is being increased by 5,000 bus. The handling of grain is being speeded up by installation of a new dump and sheller. Other equipment in the elevator will be overhauled. The rebuilding program will be completed in time to handle the corn crop this fall.

Clinton, Ia.—Two large units, a soy bean oil refining plant and a soy bean meal house, will be added to present Clinton facilities of Pillsbury Mills' feed and soy bean plant. The oil refining section, complementing the existing soy preparation and extraction plant, will process oil under the once refined method, according to Paige Lehman, vice-pres. of the Pillsbury company. Another improvement slated at the local plant is the reconditioning and conversion of a battery of concrete tanks into storage for bulk soy meal. The bins, of about 400 tons capacity, have been used for soy bean storage. The new expansion at the Clinton plant is the second major improvement in little more than a year.

KANSAS

Washington, Kan.—The Kiger Grain Co.'s elevator was damaged slightly by fire Aug. 21.

Cedar, Kan.—High winds recently damaged the Morrison-Gregg-Mitchell Grain Co. elevator.

Alameda, Kan.—High winds caused a small amount of damage to the Flour Mills Co. elevator recently.

McCune, Kan.—Sherman Roseberry recently resigned as manager of the Farmers Elevator, effective Sept. 1.

Fairview, Kan.—The Derby Grain Co. is erecting a new office building and installing a 45-ft. scale.—P. J. P.

McPherson, Kan.—Otto E. Will, who has been office manager and recently grain buyer for the Western Terminal Elevator Co., Hutchinson, has resigned to accept a position with the K. B. R. Milling Co.

Hutchinson, Kan.—Charles W. Colby, president of the Hutchinson Board of Trade, underwent an operation in a local hospital and is reported convalescing satisfactorily.

Atchison, Kan.—Harold E. Woolston, 35, a feed mill employee at Blair Mills, was killed Sept. 3 near Sugar Lake in Missouri when two automobiles collided on a highway.—P. J. P.

Wakeeney, Kan.—Eugene Luce, son of Milton Luce, who is manager of the Wheatland Elevator at Collyer, has succeeded George Allen as manager of the local Wheatland Elevator.

Ellis, Kan.—Joe Kinderknecht, who has been employed at the Wheatland Elevator for the past 10 years, has accepted a position in the office at the Hays Mill, Hays, Kan.—G. M. H.

Smith Center, Kan.—A new 50-ton scale of the latest type, with 60 ft. x 10 ft. deck, is being installed by the Smith Center Mill & Elevator Co. The pit is approximately 5 ft. deep and 60 ft. long.—G. M. H.

Moran, Kan.—The Lam-Perkins Grain Co. elevator was entered by burglars who robbed the company's safe of about \$60 in cash recently. A small window above the scale was forced open to gain entrance to the plant.

Wakeeney, Kan.—The 35-yr.-old Cox Bros. flour mill has been razed and the lumber salvaged for other buildings. The mill was unable to compete with larger mills and the Cox brothers moved most of the equipment to Texas.—P. J. P.

Russell, Kan.—C. E. Carlson, manager of the Russell Milling Co., resigned recently, effective Oct. 1, and will enter business at Lindsborg, Kan. He will be succeeded by Harold Urbanek, who has been his assistant at the mill office.—G. M. H.

Marysville, Kan.—William E. DeLair, 76, formerly employed for 30 years at the Hutchinson flour mills here and who worked and owned an interest in a local flour mill that burned in the 1920's, died Aug. 31 at the home of his daughter in Warsaw, Mo.—G. M. H.

Sabetha, Kan.—Warren E. Mettlen recently resigned as mayor, to devote his full time to duties as manager of the Farmers Co-op. Elevator. He was appointed mayor about three years ago to finish out the unexpired term of Dr. S. M. Hibbard, who moved away, and in subsequent election was elected to the office.

Hutchinson, Kan.—The Hutchinson Board of Trade membership held by the Arnold Milling Co., Sterling, was transferred to Patrick McGuire, grain buyer for the company. The Arnold Milling Co. recently was host at a picnic for Hutchinson grain men held at the country place of G. D. Estes, president of the Midwest Grain Co.

Atchison, Kan.—Wm. W. Wells, 26, Leavenworth, Navy veteran and father of three children, was injured fatally Sept. 5 when scaffolding on which he was working while painting a sign at the Blair Elvtr. Corp.'s elevator, collapsed. Two other painters, Jack W. Compton, 40, and Carl A. Liggett, 25, were injured in the 90-ft. fall. Wells died in an Atchison hospital Sept. 6 of a broken back and internal injuries. Liggett's fall was broken when he landed on a metal dust collector. He was able to climb down a ladder from the roof of a one-story warehouse on which the men dropped.—G. M. H.

Washington, Kan.—The Kiger Grain Co. has let contract for construction of an addition to its elevator, consisting of four large bins and smaller bins over the driveway which is to be extended 16 ft. Another leg and dump will be installed. Other new equipment to be added includes a corn sheller and an overhead grain cleaner and conveyors. The new annex will be of wood construction, iron clad. With its completion, which will be in time for the fall corn movement, ear corn can be handled direct from the field as it is shucked. These added improvements will make it one of the most modern elevators and grain and seed processing plants in this part of the state.

Baileyville, Kan.—The office of the Baileyville Grain Co.'s elevator was entered recently, the safe opened and robbed of its contents of checks, one amounting to \$1,800, and \$150 in cash. Access to the office was gained by cutting a hole in the screen, then forcing a window until the latch broke. Ray Macke is manager of the elevator.—G. M. H.

Beloit, Kan.—The Mitchell County Farmers Union Co-operative Ass'n will build a storage warehouse for the feed mill as soon as building materials are available, J. L. Schulte, manager, announced. Stone for the foundation is being hauled to the site just east of the mill. The structure will be fireproof and will be 50x60 ft. in size.—G. M. H.

Esbridge, Kan.—The Esbridge Elevator has been purchased by H. H. Everly of Garden City, Kan., who has taken over its operation. Purchase was made from W. K. and J. Y. Waugh, who have operated under the management of Parker Warren for the past 14 years. Mr. Everly also bot the Russell property in which his son, who will manage the local business, will reside.

Newton, Kan.—The Newton Alfalfa Mill was closed down recently due to difficulty in securing materials to improve the efficiency of the dust collector at the mill. Stanley Shaft, manager, announced, however, that the materials are expected and that as soon as they arrive the mill will resume operations. Several thousand tons of alfalfa have been purchased and will be shipped in from Nebraska and Northern Kansas to insure continuous operation of the plant.—G. M. H.

Wichita, Kan.—Active management of the Soy-Rich Products, Inc., Wichita's soybean and oil-bearing vegetable processing plant, on Oct. 1 will pass to Ralph S. Moore, who is the president of the Moore Grain, Inc., owning and operating several elevators and feed plants in the winter wheat belt of the Southwest. The purchasing and operating department will continue to operate from the present location, but the offices of the Soy-Rich Products, Inc., will be moved to 512 Wheeler-Kelly-Hagney building. War O. Brooks, who has been manager, will remain with the concern until operations get under way when the Moore interests take over on Oct. 1. The Soy-Rich Products processing plant is new and modern. "There is a plan under way to absorb all of the soybeans produced in the local area and also to bring a good many thousand tons in from the outside area," Mr. Brooks said.—G. M. H.

Offerle, Kan.—Emil Gall, 69, pres. of the Farmers Co-op. Commission Co. for the past 10 years, died Sept. 8 in a Dodge City hospital, following a long illness.—I. D. A.

Ellis, Kan.—E. L. Allman, who has managed the local Wheatland Elevator for the past 38 years, will retire Sept. 1, after putting in 50 years in the grain buying business. For the past year he has not been in the best of health. He is happy that in his last year on the job the elevator handled a record amount of grain during the recent harvest. George Allen, who has been manager at the Wakeeney, Kan., elevator for the past 20 years, will take over as the new manager here.—G. M. H.

Herington, Kan.—The Farmers Grain & Supply Co. has a new heavy duty sprayer which will be used to spray DDT. It has a tank in its body that holds 200 gallons of liquid. Mounted on the frame and fitted nicely into the lines of the body is a powerful engine which provides pressure for the spray and develops up to 400 lbs. pressure, which insures the penetration of a fine spray into all cracks and crevices of a building. The equipment is mounted on a sturdy lightweight frame, with rubber tired wheels, and can be pulled easily by an automobile.—G. M. H.

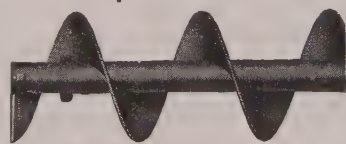
Manhattan, Kan.—A new alfalfa dehydration plant at Eureka Crossing west of here, operated by the newly-organized Eureka Alfalfa Co., Inc., will begin operation about Oct. 1, according to Harry I. Cissna, president of the company. The plant will dehydrate alfalfa in the summer time and grind sun-cured alfalfa in the winter, and will employ about 25 persons in summer. A Quonset metal building is being built by the company, 40 x 100 ft. in size and about 25 ft. high. An office building is being erected and in the near future another large building will be built.—G. M. H.

Lindsborg, Kan.—Houston Boyd, owner and manager of the Alfameal Mills, announced recently that the mill will be ready to resume operations in a few days at its new location two miles west and one mile south of Lindsborg. Merchants of the city as well as others, anxious to keep the industry in the Lindsborg community, assisted the organization in the way of credit when the mill was forced to move from its former location inside the Lindsborg city limits to its present site. Additional acreage will be needed if the mill is to run full capacity next summer, Mr. Boyd stated.—G. M. H.

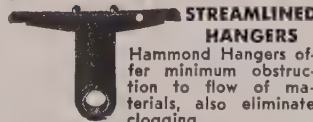
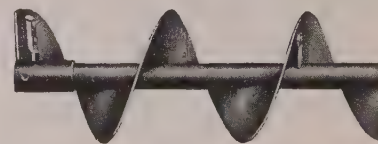
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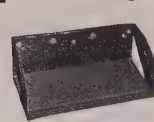
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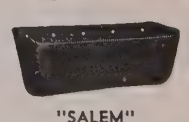
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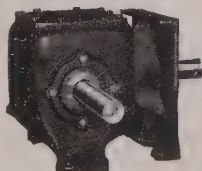
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Turon, Kan.—The Turon Mill & Elevator Co. elevator was damaged by recent high winds.

Atwood, Kan.—A banquet sponsored by the Atwood Equity Exchange was held here recently for the certified wheat growers in Rawlins County.—G. M. H.

Emporia, Kan.—Robert D. Standifer, employee of the Trusler-Behymer Grain Co., was married recently to Miss Cecelia Marie Soyce, Marion, Kan.—G. M. H.

Sterling, Kan.—The Arnold Milling Co. will process livestock feed. A large stone warehouse adjacent to the flour mill has been converted into a feed mill. New equipment has been installed and production will start soon. The plant will manufacture formula feeds for poultry, cattle and hogs that will be sold under the same trade name as the flour, however spelled Thoro-Bred instead of Thoro-Bread, the flour name, Jack Rathbone, manager, said. Ira Dorn, Enid, Okla., who has been a sales-manager for the Dr. Salisburg laboratories, will head the feed milling department.—G. M. H.

KENTUCKY

Munfordsville, Ky.—Chas. Winn has purchased the local feed mill and has moved his family here from Irvington, Ky.

Louisville, Ky.—Theodore F. Roehrig, 70, superintendent of elevators for Ballard & Ballard, Inc., for 38 years, died Aug. 28.

MICHIGAN

Paw Paw, Mich.—The Co-op. Ass'n will build a warehouse to replace the one that burned several weeks ago.

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Caro, Mich.—Farmers Co-op. Elevator Co.'s elevator was damaged slightly by fire recently.

North Branch, Mich.—Clifford Fuller, 32, manager of the Fostoria Grain Co.'s elevator for seven years, died recently.

Augusta, Mich.—The Knappen Milling Co. is building a 500,000-bu. elevator, the storage structure to be completed before October, when the company will branch out into the manufacture of feed for wholesale and retail trade.

Fowler, Mich.—Gordon Hodge of St. Johns has been named manager of the Farmers Co-op. Elevator, succeeding Albert Armbrustmacher, who resigned. He took over his new duties Sept. 1. Mr. Hodge was employed for 10 years at the St. Johns Co-op. Elevator.

Bad Axe, Mich.—Harold Greenan, who has been vocational and agricultural teacher in the Pigeon High School, has accepted the position as agriculturist with the Bad Axe Grain Co., taking over his new duties Sept. 3. He will supervise seeds, feeds and fertilizer.

Carson City, Mich.—The Rockafellow Grain & Seed Co.'s three elevators located here and at Ashley and Vickeryville, have been sold to the Central Elevators Co. The Rockafellow Grain & Seed Co.'s local elevator has been operated for about 60 years. A. J. Goulet has been the resident manager for several years and has specialized in seeds. Burt Pomeroy, who has been managing an elevator at Caro for the past 2 years, will be the new manager. He has purchased the Donald M. Lyon resident on West Main St.—G. W. Y.

MINNESOTA

East Grand Forks, Minn.—Frank F. Young, 50, manager of the Farmers Elevator, died recently of a heart attack.

Bemidji, Minn.—John Leno, 66, owner and operator of the Bemidji Flour Mills for the past 10 years, died recently.

Atwater, Minn.—Clayton Johnson of Larimore, N. D., has succeeded Leo Treese as manager of the Peavey Elevator.

Morris, Minn.—The Co-op. Elevator Ass'n will move its elevator on Seventh St. to a site beside the newer Co-op. elevator.

Melby, Minn.—The Melby Elevator, which has been remodeled and reconstructed, has opened for business with Lyle Palmquist as manager.

Mapleton, Minn.—Frank Bros. are remodeling and enlarging their plant and warehouses. Two grain storage bins of 40,000 bus. each are being built.

White Bear, Minn.—The West Side Fuel & Feed Store has been purchased by George Nelson from A. J. Cassavant. It will continue operations under the same name.

Kelliher, Minn.—Waldo Bros. are repairing the building they recently purchased and will operate a feed store here. A hammer mill will be installed and the firm also will handle ice.

Day (Dalbo p. o.), Minn.—Mr. and Mrs. Palmer Ronning, who with their son, Jim, operate the local feed mill, plan to build an elevator as soon as building material is available.

Stillwater, Minn.—The Commander Elevator Co. has purchased the Stillwater Motor Co.'s service station and will erect a modern warehouse and office building on the site, M. J. Maierus, manager, stated.

Douglas, Minn.—The Douglas Feed Mill & Elevator Co. has been incorporated, to deal in grain, feed, flour, etc.; 2,500 shares, n.p.v. Clarence O. Holten, Geo. Hedlund, S. O. Hendrickson, all of Minneapolis, are the incorporators.

St. Hilaire, Minn.—Math Barzen Co.'s feed plant, which burned early this year, will be re-established this winter by the Math Barzen Co. Equipment is being moved from the company's plant at Hazel, Minn. The Hogenson Const. Co. has the contract.—A. M. M.

Preston, Minn.—The Hubbard Milling Co. is planning to move its local soybean plant to Mankato, the company's headquarters. A building is being built there to house the local equipment. The local plant has been closed for the annual overhauling of machinery.

Fairmont, Minn.—Fire, which started from a short circuited switch, destroyed the George Winzenburg & Son 20,000-bu. elevator early Aug. 25, the loss estimated at more than \$40,000. An elevator adjoining on the east and several oil tanks were saved by firemen.

MINNEAPOLIS LETTER

Memberships in the Minneapolis Chamber of Commerce are valued now at \$3,500.

Northwest Feed Manufacturers Ass'n will hold its first dinner meeting of the 1946-47 season Sept. 16 at the Radisson Hotel, 7 p. m. A program of entertainment has been arranged for the occasion and several important guests from out of the city will be present and make short talks.—Wayne Fish, sec'y.

Edward E. Mitchell, 82, pioneer grain merchant and a past president of the Minneapolis Chamber of Commerce, died in Abbott Hospital Aug. 25 after a lengthy illness. Mr. Mitchell came to Minneapolis in 1882 and entered the grain business here, associated with the St. Anthony & Dakota Co. At the time of his retirement in 1936 he was president of the Great Western Grain Co. He is survived by a son, Edward J. Mitchell, of Minneapolis.

The Minneapolis Chamber of Commerce Sept. 4 proposed to the 522 members that the 65-year-old grain exchange take another name to avoid confusion with the Minneapolis Civic & Commerce Ass'n. Suggested names include Minneapolis Grain Exchange, Minneapolis Board of Trade, or some other name more nearly identifying the nature of the chamber's functions. An informal questionnaire was sent to members by H. H. Tearse, pres., to learn their attitude toward the change. The question will be submitted to the membership for formal action if a substantial number favor it.—P. J. P.

The Minneapolis Chamber of Commerce has been authorized to expend \$285,000 for remodeling its three office buildings. Work will make possible a consolidation of offices in space made available with removal of General Mills, Inc., branches to new quarters in the former Hodgson building. Remodeling will start Oct. 1 and will be partially completed by May 1, Adrian M. Howard, chairman of the Chamber's building committee said. Cargill, Inc., will occupy 46,000 sq. ft. of office space on the first, second and third floors of the main and annex buildings when the remodeling is completed; F. H. Peavey and affiliate companies will use 42,000 sq. ft. on the seventh floor of both buildings, sixth floor of the new building and eighth floor of the main building. A bridge will be built to connect the seventh floors of the new and main buildings for the benefit of the Peavey organization, which includes Van Dusen Harrington Co., King Midas Flour Mills, Atlas Lumber Co.

ST. PAUL LETTER

The University of Minnesota and Dept. of Agriculture, sponsoring the Agricultural Short Courses, have announced their proposed program for the Milling Sanitation Short Course to be given Nov. 13, 14, 15, at Green Hall Auditorium, University Farm. On Nov. 13 Geo. P. Larrick will deliver the morning program's address, his subject, Federal Food and Drug Laws Relating to Contaminants of Cereal Products. In the morning of Nov. 14 R. T. Cotton will speak, his subject, Insect Pests of Stored Grain and Cereal Products; A. Glenn Richards, subject, Some Principles of Insecticide Action; A. C. Hodson, subject, The Origin and Development of Insect Infestations; on the afternoon program: Harold E. Gray, subject, Control of Insects Infesting Stored Cereal Grains; L. E. Holman, subject, Structure of Storage Facilities in Relation to Keeping-Quality of Grain.

The Northwest Co-op. Mills will build a feed grinding warehouse in connection with larger units of the plant now under construction, of reinforced concrete construction, A. H. Roffers, manager, announced.

MISSOURI

Charleston, Mo.—R. C. Davis Cotton & Grain Co. will build a \$37,500 grain elevator here.

Liege, Mo.—The Farmers Co-op. Ass'n's elevator, purchased by R. R. Millikan of Bellflower, Mo., will be known as the Liege elevator.—P. J. P.

Louisiana, Mo.—Clinton Riley, manager of the Louisiana branch of the M. F. A. Co-operative Elevator Co., was in charge of a group of 45 employees and delegates that drove to Sedalia, Mo., in two chartered busses Aug. 27 to attend the annual M. F. A. convention.—P. J. P.

St. Joseph, Mo.—Roy C. Hatfield opened his newly built feed mill Sept. 8 and turned the business over to his sons, Newton and Harold, who returned from the armed forces during the past year. Mr. Hatfield had razed the old feed mill he had operated for many years, and the new structure occupies the site.—P. J. P.

St. Louis, Mo.—George A. (Gus) Veninga, 68, former grain dealer, died at his home here Aug. 31. He retired from the grain business in 1933 and at that time had been operating G. A. Veninga & Co., which had been a member of the St. Louis Merchants Exchange and the Chicago Board of Trade for 26 years.—P. J. P.

Campbell, Mo.—Earl Sharp, 64, operator of the Campbell Milling Co., died Sept. 1 at Barnes Hospital in St. Louis, where he had been a patient two months. He moved his mill here from Williamsville, Mo., six years ago after the Wappapello dam project took so much of the acreage out of the territory he had served for years.—P. J. P.

Edina, Mo.—The Dannen Grain & Milling Co., St. Joseph, Mo., will build a 7,000-bu. elevator for handling of soybeans, on ground west of the old stock yards it has leased. Several loads of steel have arrived and construction is slated to start at once, completion planned for this fall. Dwight L. Dannen, here looking over the material and labor situation, said the new house will be the largest, most modern and fastest handling grain elevator in northeast Missouri.

KANSAS CITY LETTER

The Geisel Grain Co. is adding a coarse grain and millfeed division to its operations, with L. G. Schaub as manager, starting Sept. 1.

Lloyd O. Selders has applied for membership in the Kansas City Board of Trade on transfer from L. E. Selders. No consideration was involved.

William F. Farnen has become associated with his father in the Frank J. Farnen Co., grain and feed merchandisers of Kansas City. He was recently relieved of duty in the Navy after wartime service of two years as a lieutenant junior grade at the Guantanamo naval base in Cuba.

Jules La Paix of Leval & Co., New York, N. Y., is opening an office here of which he will be manager. Mr. La Paix has been associated with the firm's Chicago division. Prior to joining the general grain and merchandising firm about a year ago, he was associated with the C.C.C. regional office in Chicago.

Approximately 280 employees of the Rudy-Patrick Seed Co. and Nutrena Feed Mills, Inc. (Kansas City, Mo.), members of the American Federation of Grain Processors, Local No. 18,852, went on strike here Aug. 23 after a 30-day attempt to reach an agreement on wage increases failed. The union originally asked for wage increase of 18.5c an hour but had agreed to settle for 13c.—P. J. P.

MONTANA

Livingston, Mont.—Frank J. Nelson will open a feed store in a building now being built on Park St.

Shelby, Mont.—Wm. A. Newhouse has sold the elevator he operated as Newhouse Grain Co. to his son, Wm. E. Newhouse.

Fresno (Kremlin P. O.) Mont.—The Gallatin Valley Elevator was destroyed by fire Sept. 5. It was loaded with grain at the time. Estimated loss, \$150,000; partial insurance.—F. K. H.

Billings, Mont.—The Trinidad Bean & Elevator Co. has completed construction of four additional storage bins, bringing the plant's warehouse capacity to 50,000 bus., Harry M. Frederis, local manager, announced.

Fresno, Mont.—The Gallatin Valley Co. elevator, owned by George Axvig, burned Aug. 22. It was loaded with grain. A box car full of grain standing on track beside the elevator also was destroyed. A nearby elevator, however, was saved.

NEBRASKA

Burwell, Neb.—Bob Sund is a new employee at the Burwell Grain & Feed Co. elevator.

Elwood, Neb.—The Lexington Mill & Elevator Co. sustained an electrical damage loss recently.

Wausa, Neb.—Lloyd Swanson is new manager of the Farmers Union Elevator, succeeding Cliff Hillberg.

Boelus, Neb.—The Farmers' Elevator was entered by thieves recently and a small amount of money was stolen.

O'Neill, Neb.—A motor in the cupola of the O'Neill Grain Co.'s elevator became overheated recently, but damage was confined to the motor.

Fairbury, Neb.—The Preston Milling Co.'s offices were entered by burglars recently who broke open the safe and stole about \$180 in cash.

Clay Center, Neb.—The Fulenwider Mill has gone into operation after machinery has been overhauled and many improvements have been made.

Grand Island, Neb.—A blaze in a grain drum at the Alfalfa Dehydrating Co. plant west of here was extinguished by local firemen recently.

Pauline, Neb.—The Goffe-Carkener, Inc., elevator was damaged by recent high winds.

Benedict, Neb.—Thieves entered the Farmers Grain Ass'n's elevator recently, knocked the dial off the same, and escaped with \$700 in cash.—G. M. H.

Hastings, Neb.—B. C. Christopher & Co., general offices in Kansas City, Mo., have opened a local grain and stock commission office here with Paul Estep as manager.

Bradshaw, Neb.—The Rasmussen Grain & Supply Co. office was visited by thieves recently who took about \$10 in cash. Entrance was gained by breaking a window.

Fairmont, Neb.—Officials of the Farmers Union Elevator here report that their establishment was entered the night of Aug. 28 and robbed of \$600 in cash and checks and \$5,100 in drafts.—P. J. P.

Broadwater, Neb.—Wayne P. Vandruff, 32, local grain dealer, was accidentally killed here Aug. 31 when he reached into a closet for clothing, knocking over a shotgun and causing it to go off. The full charge struck him in the head.—P. J. P.

Clay Center, Neb.—The Orr Bros. mill, recently sold, is being made ready for operation. E. M. Stumbo, who has been employed at the Hastings war plant, will manage the business. He formerly was employed in a mill at Falls City.

Dannebrog, Neb.—Nels Rosendal, who for 40 years owned and operated the Pioneer Mill, has retired and entered the Bethany Home at Minden, Ill. His two sons, Christian and Edward, have owned and operated the mill for several months.

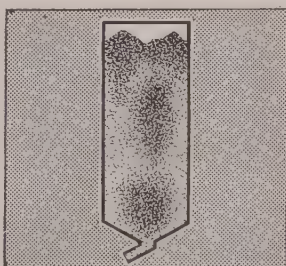
Lexington, Neb.—Dawson County Feed Products, Inc., has been incorporated to buy, sell and manufacture farm commodities of all kinds, including grain, feed and hay. Incorporators are Lloyd Meyer, Clifford Bossung, Berdena Bossung and Jessie Meyer.

Madison, Neb.—Fire in a bin containing stoker coal at the Farmers Co-op. Elevator recently caused a small amount of damage. The blaze, caused by spontaneous combustion, was discovered about 3 a.m., and after being extinguished, a watchman was left to guard against a recurrence of fire.

Fremont, Neb.—Rechsteiner Alfalfa Mills, Inc., has been incorporated, authorized capital stock, \$25,000. Incorporators were C. U.

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No. 33 If you had an average infestation of 25 insects per thousand grams, how many insects would there be in a 10,000-bushel bin of grain?

By simple arithmetic, about 6,700,000. An average infestation of 50 insects per sample would amount to about 13,400,000 insects and an average of 100 insects per sample would total around 26,800,000 insects for the bin.

THE Weevil-Cide COMPANY
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Rechsteiner, Godfrey M. Wieser, Jr., and B. C. Thompson, all of Fremont. The company plans to build an alfalfa dehydrating plant at the site of the former brewery property.

Holdrege, Neb.—The new processing plant of the Holdrege Seed & Farm Supply Co., now in operation, has installed modern machinery that cleans and sacks 800 bags of popcorn every 24 hours.—P. J. P.

Valentine, Neb.—Paul A. Carr, 44-year-old carpenter, was killed Aug. 26 when a falling timber dropped by a fellow workman from the cupola of the Roosa Elevator under construction, struck him on the head.

Elkhorn, Neb.—Ray Schultz, former manager of the Midwest Popcorn Co. plant at Velley, has purchased the Boggan Elevator from Mr. and Mrs. Jack Boggan and will operate a general elevator and grain storage business under the name of Schultz Elvtr. Co. He may go into grain milling for feed and commercial uses at a later date.

Alliance, Neb.—Fire in the top of the O. M. Kellogg Grain Co.'s elevator late Sept. 4 threatened thousands of bushels of grain before it was brot under control by the fire department. Damage to the building was not extensive but water damaged mill feed immediately below the cupola where the fire was confined. A slipping motor belt started the blaze.

Neligh, Neb.—The Neligh Lumber, Grain & Coal Co. recently installed complete new electrically operated elevating equipment at the local elevator. The north addition to the elevator, which originally housed the old office and the heavy machinery in the old set-up, has been razed and the north side will be rebuilt to allow four additional feet for trucks unloading at the elevator.

Cozad, Neb.—The Milo German Alfalfa mill was damaged by fire recently that started in the large storage building. The blaze spread to loose hay west of the building which firemen had difficulty in checking because of its distance from the water supply source. An engine on the side track blew steam on the blaze, quenching the fire. Fire departments from Gothenburg and Lexington saved the mill building from flames. Fifteen tons of ground alfalfa and the same amount of loose hay burned.

NEW ENGLAND

St. Johnsbury, Vt.—The Ralstone Purina Co. will build a modern feed mill here as soon as materials are available.

Manchester, Conn.—Fire caused by an unprotected electric light bulb at the Central Connecticut Co-op. Farmers Ass'n plant caused considerable damage Sept. 1.

Rutland, Vt.—Mintzer Bros. have sold their grain business to two World War II veterans, Walter Gartner of Rutland and Warner Gartner of New York. The firm will be operated under the name of Gartner & Gartner. No change will be made in personnel.

NEW MEXICO

Clovis, N. M.—El Rancho Milling Co. has opened here one of the largest feed manufacturing establishments in New Mexico, with the greatest production capacity of any mill in the entire area. The new feed mill replaces the plant of the former Stockmen's Feed Mfg. Co. which was destroyed by fire in May, 1945. In addition to the 100,000-bus. reinforced concrete elevator acquired from the old firm, the new plant includes a four-story mill building, and two warehouses. The mill is equipped with two 100 h.p. hammer mills, three two-ton batch mixers, two molasses mixers, two pellet mills, a roller mill and corn grader. With a daily capacity expected to be in excess of 100 tons, the firm has made arrangements to sell its products mainly through feed dealers in Eastern New Mexico and West Texas. The greater part of the production volume will be range cubes designed to feed on the range, although poultry and dairy feeds will represent an important part of the production, Austin Brooks, general manager, stated.—H. N.

NEW YORK

Union, N. Y.—A short circuit in an electric motor caused some small amount of fire damage in the Union Milling Co. plant on Aug. 26.

Albany, N. Y.—Fire in a box car on adjacent side track caused considerable damage to buildings of the G. L. F. Holding Corp. plant recently.

Canton, N. Y.—The G. L. F. is building a 250 x 50 ft. warehouse here. A railroad spur will run thru the middle of the structure to facilitate work at the warehouse.—G. E. T.

Buffalo, N. Y.—Jos. A. Timmerman, 83, for 40 years sec'y and treasurer of the Hydraulic Milling Co., feed concern, until the firm was dissolved several years ago, died Sept. 3 in Douglas Memorial Hospital, Ft. Erie, Ont., after a three weeks' illness. In his lifetime Mr. Timmerman had been banker, brewer and large scale farmer as well as feed firm executive.—G. E. T.

Altmar, N. Y.—The feed mill and feed store of B. F. Bryant & Son burned Sept. 9, the loss estimated at \$8,000. One thousand tons of feed, grinders, mixers, blowers and conveyors and 11 motors were destroyed. A tank car containing molasses on a nearby railroad siding was saved. During the fire five major explosions occurred from drums of molasses in the mill exploding. Mr. Bryant stated he will rebuild.—G. E. T.

Springville, N. Y.—Jas. H. Gray, 61, widely known in the grain trade field, died Sept. 8 in Buffalo General Hospital after a week's illness. Mr. Gray was president of the Jas. H. Gray Milling Co., which he founded 35 years ago; vice-pres. of the Eastern Federation of Feed Merchants and State Hay & Grain Dealers Ass'n; a director of the Mutual Millers & Feed Dealers Ass'n, Springville Board of Trade, the State Buckwheat Ass'n; a member of the Buffalo Corn Exchange. During the war he represented the retail seed dealers and smaller seed mixers in the northeastern part of the state.—G. E. T.

NORTH DAKOTA

Wishek, N. D.—The Eichhorn elevator was moved from Lehr to a site here and is expected to be in operation to receive part of the 1946 crop of grain. The elevator was purchased last fall by E. M. Levi of Zealand.

McClusky, N. D.—Rubert Oliver, who has served as manager of the McClusky Farmers' elevator for the past 20 years, has resigned to devote his full time to his elevator at Pickardville. He will be succeeded by A. J. Neuharth who has been employed at the local elevator for several years.

Hurd, N. D.—Vern Tarvestad, who has operated the two elevators here for the past two years, has sold them to the R. G. Simms & Sons Co., of Duluth, Minn. H. E. Simms, one of the owners, will have charge of the local grain buying. Mr. Tarvestad will devote his entire time to farming.

Sheyenne, N. D.—The Equity Co-op. Elvtr. Co. has taken over the Sheyenne Co-op. Elvtr. Co. elevator and will operate it in future as Equity Co-op. Elvtr. Co. No. 2. Chester P. Larson is Equity Co-op. manager. P. A. Peterson, retiring Sheyenne Co-op. manager, has served the community in the grain business for 42 years, the past 25 as manager of the Sheyenne Co-op.'s elevator.

Rolette, N. D.—Cargill, Inc.'s elevator has been purchased by the Rolette County Grain Co., H. L. Conway, Cando, proprietor, and is being operated under the latter name. D. M. Smith of St. John is local manager and is in charge as grain buyer and manager. Mr. Conway owns and operates four other elevators, at Gronna, Cando, Starkweather and Maza, with headquarters at Cando.

Wheatland, N. D.—The Farmers Union Elevator of 30,000 bus. grain capacity, full, as well as steel bins of 22,000 bus. capacity, 45,000 bus. of wheat were dumped on the ground surrounding the structure awaiting box cars for shipment out. A. B. Richards, elevator manager, said the pile of wheat was all No. 1 dark northern. Richards said lack of railroad cars hasn't been the only bottleneck. In March, 1945, a contract was let for construction of an elevator annex, construction to start one month later, the building to be completed by July, 1945. Lumber did not arrive until October, and the building, to have been started in May, 1946, is just now getting under way.

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MINNEAPOLIS, MINNESOTA

Eckelson, N. D.—The 65,000-bu. J. C. Miller grain elevator burned early Aug. 25. Harold Rutherford, manager, said the elevator was filled with grain but much of it is salvageable.

OHIO

Toledo, O.—N. E. Sinnott, superintendent of the National Milling Co. for several years, resigned from his position to accept a similar one with the F. W. Stock & Sons Mill at Hillsdale, Mich.

Metamora, O.—Samuel L. Rice, Jr., and Miss Joyce Deverna were married in the Methodist church Aug. 29. The groom is the son of Samuel L. Rice of the Rice Grain Co., Toledo, and the Metamora Elvtr. Co.

Oak Harbor, O.—Fire that started in the cupola of the Ottawa County Co-op. Ass'n elevator early in the morning of Aug. 29 was soon brought under control but loss to cupola roof and to three elevator heads was heavy.

Cincinnati, O.—The Carthage Mills, Inc., called a special meeting of its common stockholders for Sept. 12 to consider and act upon the changing of its 17,835 shares of issued and outstanding common stocks into 71,340 new common shares, on the basis of four new shares for each old share.—P. J. P.

Springfield, O.—Charles L. Wilson, 56, night watchman at the Farm Bureau Co-operative Ass'n building, was severely beaten by a man who attempted to burglarize the office on the night of Sept. 2. Wilson was treated at the City Hospital for lacerations on the head, which required 30 stitches to close.—P. J. P.

Toledo, O.—A warehouse of the Ralston Purina Co. burned recently, and more than 2,400 tons of alfalfa meal valued at \$225,000 were destroyed. The warehouse is owned by the Pecos Valley Mills of New York and leased by the Ralston Purina Co. Damage to the warehouse was estimated at an additional \$30,000.

Toledo, O.—There will be a special meeting of the Country Grain & Feed Dealers held in the Board of Trade Bldg. on Monday, Sept. 30 at 2:30 p. m. Everybody is invited to attend. Special topics for discussion will be new O.P.A. regulations, soy bean contracts, etc.—C. S. Latchaw, sec'y, Farmers Grain Dealers Ass'n of Ohio.

Sharonville, O.—The Drackett Co. is building a 1,000,000-bu. soybean storage plant here, which will incorporate a variety of features designed to facilitate the handling and storing of grain. The plant, which will include a railroad siding, conveyor belt system and drying and cleaning equipment, will cost about \$500,000 and will be ready to receive the 1946 crop of soybeans. It will double the firm's storage capacity.—P. J. P.

London, O.—Fire believed to have resulted from spontaneous combustion destroyed the elevator and granary of Agricultural Lands, Inc., five miles west of here, Aug. 29, resulting in a loss of \$30,000. R. J. Borel of Columbus, treasurer of the firm, said wheat and oats had been stored in the elevator on the morning of the fire and the blaze started in the newly stored grain. The 17,000-bu. capacity granary and elevator contained 6,000 bus. of oats and 1,100 bus. of wheat.—P. J. P.

Andover, O.—Safe-blowers using nitroglycerin blew open the large safe at the French Bros. Mill the night of Aug. 10 and escaped with \$700, including \$200 in cash. The heavy door of the safe was blown more than 10 feet across the office and the safe was tipped over by the force of the explosion. Entrance was gained by forcing a door on the east side of the mill and jimmying open the office door. A wire was stretched from the safe to the mill warehouse from where they touched off the blast.

Bluffton, O.—We have sold our elevator to the Farmers Grain Co. here, possession to be given Oct. 1. They will operate both places.—Bluffton Milling Co., E. L. Diller.

Graytown, O.—The Ottawa County Co-operative is building a 65,000-bu. elevator here.

OKLAHOMA

Carnegie, Okla.—The A. R. Hacker Grain Co. elevator was destroyed by fire Aug. 18.

PACIFIC NORTHWEST

Pendleton, Ore.—Construction of Iglehart Bros. elevator is being rushed to completion and it is expected to be ready to receive seed wheat in November.—F. K. H.

Eugene, Ore.—Fire in the warehouse and feed mill owned by John Madgen on Aug. 20 was quickly extinguished with relatively small damage resulting.

Vale, Ore.—Robert E. McConnaha, manager of the Vale Consumers' Co-operative, has resigned to accept a position as principal of the Ontario high school.—P. J. P.

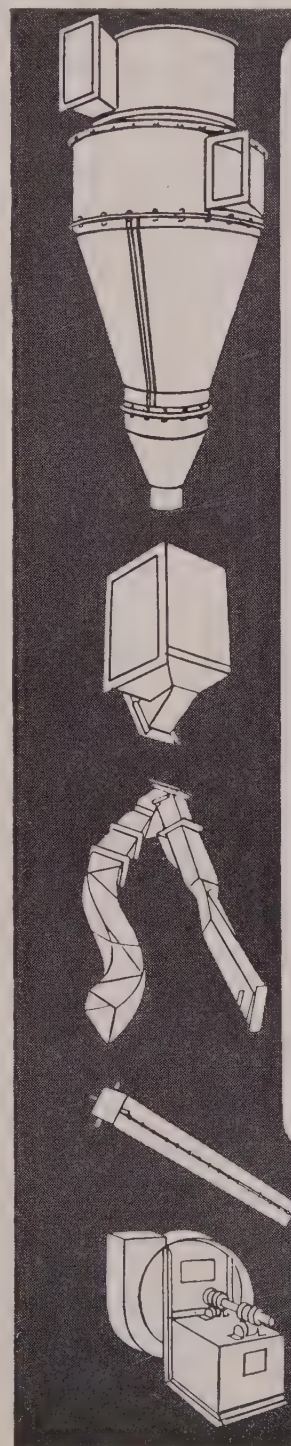
Oregon City, Ore.—A 53x120 ft. feed warehouse is under construction for the Oregon Feed & Seed Co., to cost \$25,000.—F. K. H.

Malad, Ida.—The Globe Milling Co.'s elevator was destroyed by fire recently; 5,000 bus. of wheat valued at about \$8,400 was included in the loss. Steve Stayner is manager.

Hillsboro, Ore.—The Imperial Feed & Grain Co. plant was threatened by fire originating in an elevator leg on Aug. 21. The flames were under control with damages confined to the leg.

Burley, Ida.—Fire damaged storage bins of the Burley Flour Mills Aug. 28, the loss estimated at \$200,000. Approximately 50,000 bus. of wheat were destroyed. Partial insurance.—F. K. H.

Spokane, Wash.—The Worley Grain & Pea Co., Worley, Ida., of which Wayne Mills is manager, is a new member recently enrolled in the Pacific Northwest Grain Dealers Ass'n, Inc.—Pete Stallcop, sec'y.



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Made in sizes to meet all requirements. Small sizes with single piece cone, larger sizes, illustrated, prefabricated and nested for compact shipment and easy assembling on the job by bolting companion flanges.

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Hillsboro, Ore.—The grain-packed elevator and main warehouse of the Cornelius Feed Co. burned Sept. 9 with a loss of upwards \$200,000. Approximately 50,000 bus. of barley oats and wheat burned. Partially insured. C. C. Ross is owner of the plant.—F. K. H.

Pullman, Wash.—The Washington Feed Ass'n and the Institute of Agricultural Sciences at Washington State College are jointly sponsoring the first W.S.C. Nutrition conference for feed dealers Oct. 10, 11 and 12. It is designed to bring animal and nutrition problems to the attention of dealers.—F. K. H.

Dallas, Ore.—Members of the Oregon State Feed & Seed Dealers Ass'n informally agreed at its district meeting, recently held, to maintain service charges such as for cleaning at the same level as those of last year, according to M. M. Gilles, District Governor. Many subjects pertaining to feed and feed prices, OPA, and price control were discussed.—F. K. H.

Central Point, Ore.—Grange Co-op. Supply Ass'n has started construction of its feed mill and warehouse, to be 80 x 150 ft., with sheet metal walls and concrete base construction. It is expected to be ready for installation of equipment by November, Earl Weaver, manager, stated. Bulk storage capacity will be about 30,000 bus. A. S. Fetterman Co. has the construction contract.—F. K. H.

Lewiston, Ida.—Feed dealers of Lewiston in a special dinner meeting at Lewis Clark Hotel had as guests two representatives of Idaho Feed Dealers Ass'n, Emory Vassar Caldwell, president, and P. H. Beveridge, Boise, sec'y, who were enroute to Boise after attending a meeting of the Idaho Poultry Improvement Ass'n at Moscow. Problems facing the industry were under discussion.—F. K. H.

Canby, Ore.—Work has been completed on the \$12,000 storage warehouse of the Buchanan-Cellers Co., Albert Girod, manager, announced. The all metal pre-fabricated 40x120 ft. structure is built similar to army type warehouses, with no inside support posts. It has a concrete floor and steel overhead roof trusses. Loading grain into the 2,500-ton warehouse has commenced. An automatic conveyor is being used to carry the sacked grain into the storage bins. The first carload of '46 wheat harvested in the west has been received here, shipped from Kahlotus, Wash.—F. K. H.

Central Point, Ore.—The Grange Co-op. Supply Ass'n is building a 30,000-bu. storage capacity feed mill and warehouse, 80x150 ft., to have sheet metal walls with concrete base construction. Earl Weaver is manager.

Seattle, Wash.—A series of meetings designed to develop public support thruout Washington, Oregon, Idaho and Montana for the need of wheat prices at Washington and Oregon ports on a parity with Chicago, will be sponsored by the Pacific Northwest United, new four-state promotional organization, it was decided here recently. The meetings will be called by Judge Ivan Merrick of Pasco, Wash., chairman of the P.N.U. sub-com'ite. The first will be held in Pullman, Wash., after complete wheat crop shipping and marketing statistics have been assembled thru Washington State College and other agencies. Judge Merrick stated the committee was aiming at a differential of 15c per bushel in Chicago market price. It is estimated the states of Oregon, Washington and Idaho are losing annually about \$20,000,000 because of this discrimination in prices. This revenue doesn't go to the wheat growers, but is absorbed somewhere along the line, and consumers don't get the benefit. Henry P. Carstensen, master of Washington State Grange, declared that 40,000,000 bus. of the three states' annual production is exported.—F. K. H.

PENNSYLVANIA

Yerkes, Pa.—The Landes Bros.' warehouse and much of its contents were destroyed by fire Sept. 2.

New Castle, Pa.—The warehouse of the John S. Brown Sons Feed Co. was partially destroyed by fire Sept. 3. Loss estimated at \$3,000. Hay and bags of feed were consumed.—P. J. P.

SOUTH DAKOTA

Fairview, S. D.—The Farmers Co-operative Grain Co. has been organized.—P. J. P.

Hoven, S. D.—E. J. McGlenn, who formerly operated an elevator here for many years, died recently.

Lily, S. D.—Peavey Elevators new elevator has been placed in operation. It replaces one that burned about a year ago.

Big Stone, S. D.—Jay Jystrup of Summit,

S. D., is new manager of the Farmers Co-op. Elvtr. Co. elevator, succeeding Clarence Stine.

White, S. D.—The E. A. Brown Co.'s elevator has been sold to the Barg Elvtr. Co. E. E. Mueller, who has managed the elevator for the past 19 years, will continue in that capacity for the new owner.

Brookings, S. D.—F. H. Moeller has joined the staff of the Farmers Co-op. Co. as grain buyer. He formerly owned and operated an elevator at Iroquois and has had several years' experience in the grain business.

Mobridge, S. D.—The elevator purchased in June by Arnold Aby from the Western Grain & Feed Co. collapsed recently when filled to capacity with 17,000 bus. of grain. Mr. Aby had just stepped out of the building when it fell apart. The structure must be entirely rebuilt.

Egan, S. D.—The Farmers Union Co-op. Elevator being filled to capacity with wheat, a large per cent of which was last year's crop, when the new crop of grain arrived it was necessary to pile 25,000 bus. on the ground near by, awaiting arrival of boxcars to ship out. A. Paulson, manager, stated.

Ipswich, S. D.—Vernon Mattix, formerly in the grain business at Mahanomen, Minn., is new manager of the Osborne-McMillan Elvtr. Co. elevator. Since the resignation and departure of the former manager, Chas. Snell, several weeks ago the elevator had been closed pending the appointment of a successor.

Pierre, S. D.—The Farmers Union Co-op. Ass'n will extend an office building for the newly erected 40,000-bu. grain elevator four feet beyond the property line on approval of the city commission. The new elevator, built by the Hartlung Const. Co., will go into operation early in September. Robert Lien is manager.

Mellette, S. D.—The Farmers Co-op. Elvtr. Co.'s elevator was sold at public auction recently to the South Dakota Wheat Growers Ass'n for \$25,500. Fred J. Snyder, who was killed last July in a fall from the top of the interior of the elevator, had been manager for the past 14 years. Since his death A. F. Swain had been managing the business.

SOUTHEAST

Atlanta, Ga.—J. Howard New, 47, who was associated with the Atlanta Milling Co. for a number of years, died here Sept. 1.—P. J. P.

Lancaster, S. C.—The manufacturing plant of the International Mineral & Chemical Corp. was destroyed by fire Aug. 19. Damage was estimated at \$200,000 by Walter Taylor, manager of the plant. The firm formerly was the Catawba Fertilizer Co.

Foxworth, Miss.—The Foxworth Water Mill, a landmark of Marion County, burned the night of Aug. 30. The mill was owned by Will Foxworth and operated by his son, Emmett Foxworth. Mr. Foxworth plans to rebuild the mill as soon as possible.—P. J. P.

York, Ala.—A modern seed cleaning plant has been placed in operation here by Robinson & Co. J. P. Nicholson, the manager, gave a demonstration on seed cleaning before a large crowd of farmers and business men on the opening day. At noon a stew and barbecued dinner was served by Mr. and Mrs. Robinson and other members of their family and the firm.—P. J. P.

TEXAS

Higgins, Tex.—Two sections of the Higgins Wheat Growers, Inc., elevator burned Aug. 12. The elevator was in process of unloading at the time of the fire.—H. N.

Harleton, Tex.—The Chapman Grain Co. near here was damaged badly by fire early Aug. 22. Approximately 2,200 lbs. of meal and

douglas



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We believe your business needs our "TETRAFUME" grain fumigant. We know you can use it to advantage. That's a broad statement! but the fact remains—most, if not all, up-to-date grain handlers find it necessary to fumigate stored grain from time to time; if they aren't troubled with weevil infestations, it's musty and ground odors, dull and off-color grain, heating conditions, or high moisture content. The only known fumigant that can successfully handle all of these problems is DOUGLAS TETRAFUME.

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BRANCH WAREHOUSES: INDIANAPOLIS, INDIANA; SPOKANE, WASHINGTON;
MINNEAPOLIS, MINNESOTA; PORTLAND, OREGON.

flour were destroyed. Damage was estimated at \$12,000.—H. N.

Bryan, Tex.—The Ranger Corp. opened its new \$100,000 elevator and grain drier for business in August. The plant has a capacity of 75,000 bus. storage and handling capacity of about 23,000 bus. per day. A feature of the new plant is the 50-ton, 45-ft. deck Fairbanks-Morse Truck Scale.

Corpus Christi, Tex.—Following its first full season of operation, the co-operative grain and feed elevator built by 55 farmers in the Banquette area to handle and market their own grain showed a profit of \$40,000, despite a lack of cars that greatly handicapped shippers and reduced the total carloadings at the elevator. The membership of the co-operative had 15,000 acres planted in small grain.—H. N.

Lubbock, Tex.—The Standard Milling Co.'s elevators and warehouses burned the night of Aug. 27, the loss estimated at \$300,000 by Walker Stanton, plant manager. Many thousand bushels of grain were stored in the structures. J. E. Stanley, company foreman, said the blaze started at 7 p. m. in the sack room. The fire raced thru one building and jumped an alley to an elevator. One elevator was toppled, and, in falling, ignited another. An occasional explosion would send flames towering above the scene. The company furnishes a substantial portion of stock feeds for West Texas, New Mexico and Oklahoma.—E. W. F.

WISCONSIN

Tomah, Wis.—The Farmers Co-op. Elevator Ass'n has purchased the Chapman & Chapman elevator and feed business and have taken possession.

Montfort, Wis.—Mayor J. C. Kramer has sold his warehouse and feed store to the Grant County Farm Bureau. He had operated the business for 27 years.

Omro, Wis.—C. K. Harmison, who has been representing Cargill, Inc., in Omro and vicinity, has been promoted to district manager, covering the entire state of Wisconsin, with local headquarters.

Merrill, Wis.—The Lincoln Mill, Inc., has been organized; 750 shares at \$100 each; deal in feed, hay, seed, grain, sugar; Paul Gebert, Jr., Mildred W. Gebert, Robert Degner, Jr., incorporators.

Rome, Wis.—Leonard Notbohm, 69, operator of the Rome Feed Mill, was electrocuted accidentally while repairing mechanism of the mill's power plant. His body was found by a neighbor, Wm. Lee, lying in three inches of water, an electric drill in his hand.

Superior, Wis.—The Great Northern Railway Co.'s 1,350,000-bu. elevator is nearing completion for the handling of the bumper grain crop. The \$1,000,000 elevator built by the James Stewart Corp., will replace Elevator X, destroyed in a disastrous fire before the war. It comprises a 211-ft. workhouse and 36 bins.

Nelsonville, Wis.—J. E. Koziczowski, Amherst Junction, has purchased the local mill from Ben Cychosz and plans to improve the property. The mill will do custom grinding and grind and mix stock and poultry feeds for the J. E. Koziczowski Co. A new hammer mill will be installed and other improvements made.

MILWAUKEE LETTER

Froedtert Grain & Malting Co., Inc., had net income of \$1,085,989 after taxes during the fiscal year ended July 31, 1946, according to the annual report to stockholders. This was an increase of \$85,102, or 8.5 per cent, over the company's net income of \$1,000,887 during the preceding fiscal year.

The Common Council Public Utilities

Com-ite Aug. 27 voted to refuse water service for Froedtert Grain & Malting Co., Inc.'s new \$2,500,000 plant at S 38th St. and W. Lincoln Ave., in the Town of Greenfield, just over the city line after the company, thru its attorney, has declined an invitation to be annexed. The company charges that by the act the Com'ite is repudiating a contract, terms of which gave the city permission to lay the water main in that territory and obligated itself to serve abutting property. The Froedtert company owns the abutting property, the plant standing 100 ft. or so back.

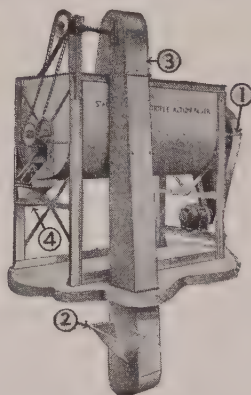
H. I. Rode, for several years sales manager of the cereal department of the Chas. A. Krause Milling Co., has joined with W. J. LaCourt of the Hartau Feed Co., and Milt Hartau in organizing the Milwaukee Feed & Grain Co., with offices in the Grain Stock Exchange Bldg. Mr. Rode will be sales manager of the new company; Mr. LaCourt will be pres., and Mr. Hartau vice-pres.

STEADY PRICES for hard winter wheat appear probable during August. Possibility of renewal of price ceilings on wheat and absence of opportunity for hedging will tend to prevent advances in prices. Resumption of CCC buying at the former ceiling price plus markups and sharp decreases in movement of hard winter wheat from farms will place effective support under prices at a level equal to late July prices.—Kansas State College of Agriculture.

MADISON, WIS.—Schenley Distillers Corporation, and Schenley Laboratories, Inc., have established at the University of Wisconsin a number of post-doctorate research fellowships, for the study of factors affecting the production of antibiotics and their action on human, animal and plant diseases. The fellows will be appointed by the University on the basis of proved ability in their fields and will receive salaries of \$3,600 to \$4,000 a year. The total of grants, including allowances for working expenses, will be approximately \$110,000.

STRONG-SCOTT

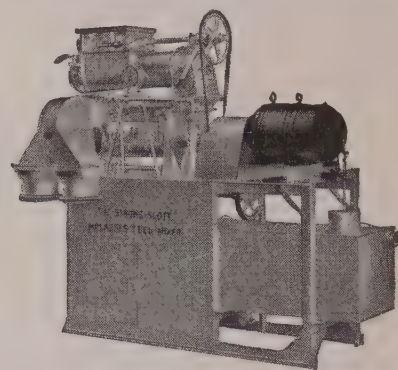
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Write for complete details on this perfect mixer.



Unit MOLASSES FEED MIXER

This Strong-Scott Molasses Feed Mixer has a patented molasses injection control not to be found in any other mixer. The molasses feed is correspondingly better and so are the prices you get for it.

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Field Seeds

LONG BEACH, CAL.—The California Seed Ass'n will hold its fall meeting at the Hilton Hotel Oct. 25 and 26.

ALBANY, N. Y.—The annual meeting of the New York State Seed Ass'n will be held Oct. 14 at the De Witt Clinton Hotel.

LACONNER, WASH.—Ed Dalan and Kenneth Leamer have bought and will continue under the old name, the Tillinghast Seed Co.

LAFAYETTE, IND.—Annual field crops day will be held Sept. 19 at the Purdue University soils and crops farm just east of Lafayette.

WILMINGTON, DEL.—James H. Dunbar, Jr., has been appointed assistant sales manager of the Semesan Division of E. I. Du Pont de Nemours & Co.

GRAND FORKS, N. D.—A branch inspection office of the North Dakota State Seed Department has been opened on the third floor of the county court house.

VERMILLION, S. D.—J. G. Lounsbery has purchased the interest of his partner J. C. Adamson in the Adamson Sales Agency and will continue the seed and feed business.

PHILADELPHIA, PA.—The D. Landreth Seed Co., founded in 1784, has succeeded the Robert Buist Co., founded in 1838, but will maintain headquarters in the former Buist offices.

TUSCOLA, ILL.—The Gates Seed Co. of Tuscola has been incorporated by H. L. Gates, C. E. Gates and Arthur Walter and will buy, sell and deal in grains and seeds of all kinds.—P. J. P.

KANSAS CITY, MO.—Chas. P. Peppard of the Peppard Seed Co. and Miss Agnes Brady were married Sept. 7 at Lawson, Mo. After Oct. 10 they will be at home at Excelsior Springs.

NEW YORK, N. Y.—Fred S. Radway of Nanuet and A. E. Fuller of New York have formed the Radway-Fuller Seed Co. with offices at 413 Greenwich street, to market package grass seeds to the trade.

MADISON, WIS.—A yield of 40,000 bus. of timothy seed, grown on 10,800 acres, has been reported by the State Agriculture Department for 1946. The acreage was reduced but the production per acre was higher than a year ago.—P. J. P.

Seed Movement in August

Receipts and shipments of seed at the various markets during August, compared with August, 1945, in bushels, except where otherwise indicated, were:

	FLAXSEED		Shipments	
	1946	1945	1946	1945
Chicago	26,000	63,000	19,000	5,000
Ft. William	32,927	239,999	60,732	228,279
Milwaukee	.....	6,000	.....	.....
Minneapolis	2,725,100	1,648,500	481,100	154,500
Portland	19,811	12,845	.....	.....
Superior	225,791	34,302	218,072	35,254
SORGHUMS				
Fort Worth	1,976,800	1,678,600	621,600	812,000
Hutchinson	.....	5,200	.....	.....
Indianapolis	1,600	1,600	.....	.....
Kansas City	528,500	182,000	369,250	374,500
Omaha	.....	6,400	.....	1,600
Philadelphia	1,996	47,495	.....	23,249
St. Joseph	8,900	28,480	.....	58,740
Wichita	3,500	24,500	3,500	28,000
CLOVER				
Chicago, lbs.	504,000	81,000	.....	40,000
Milwaukee, lbs.	882,000	.....	1,510	.....
TIMOTHY				
Chicago, lbs.	1,508,000	1,872,000	730,000	609,000
Milwaukee, lbs.	221,166	.....	.....	206,520
CANE SEED				
Kansas City	.....	1,400	.....	.....

GARNER, IA.—Approximately 400 farmers have filed applications with the seed distribution committee of the Hancock County Farm Bureau for Clinton seed oats. Seven growers in the county planted 109 acres of Clinton oats last year for distribution and the average yield of the seven plots was 84 bushels per acre.—P. J. P.

SIoux CITY, IA.—Ignition of dust from a hammer mill is supposed to have started a fire that caused \$8,000 damage to the seed stock of Wertz & Co., and \$500 to the stock of the Leonard Seed & Feed Co. Aug. 29. Damages to the building of S. M. Wertz is estimated at \$10,000. The fire was confined to the second story of the building.

MINNEAPOLIS, MINN.—John H. Shaver, assistant manager of the seed corn department of Northrup, King & Co., was fatally crushed when an automobile in which he was riding with an assistant, Howard Kaewar, collided with a car driven by an intoxicated man near New Hampton, Ia., Aug. 22. Kaewar had a hip bone fractured.

I PREDICT that the day will come when every farmer operating two combines or more will find it profitable to own his own small seed drying equipment and from what I can gather, he will also find, within a year or two, that he can install or construct a small drier capable of handling two or three combines, at less cost than one new 6 ft. cut combine.—Stuart Simpson, Monticello, Fla.

ALBANY, ORE.—James W. Jenks of the Jenks-White Seed Co., reports that yields of most lines were about 20 per cent higher this year than last, principally domestic and English rye grass, and Alta fescue. The average of all seeds is above that of last year. Altho net yields of legume are from 50 to 60 per cent below '45 outputs due mainly to prevalence of tares, farmers attribute this situation to dry weather which retarded growth of vetch and peas at a critical time in April.—F. K. H.

KANSAS CITY, MO.—Despite a fire which caused an estimated \$2,000 damage the night of Aug. 28, the Peppard Seed Co. plant resumed operation the next day, according to Joseph G. Peppard, Jr., vice-pres. The blaze apparently started in a hot-box resulting from friction in a conveyor belt assembly, and was confined to an enclosed elevator shaft five stories high. A night employee reported the fire, which evidently had smoldered since the belt was stopped at 5 o'clock in the afternoon.—G. M. H.

KINSLEY, KAN.—A new variety, Triumph, was the highest yielding wheat variety in a co-operative wheat test held here recently, producing 39.6 bushels per acre and testing 63.6 pounds to the bushel. The high-yielding variety is an Oklahoma-bred wheat and was developed with the idea of getting an early variety and is supposed to be even earlier than the black-hull variety. Eight other varieties were included in the test. It was the first time the Triumph had been in the local test.—P. J. P.

KANSAS CITY, MO.—Howard S. Patrick, who retired from the Rudy-Patrick Seed Co. in 1931, passed away at Los Angeles, Cal., Aug. 28, aged 84 years. Mr. Patrick went to Kansas City from Ohio in 1877 and entered the employ of a firm handling farm machinery with seeds as a sideline. He engaged in the seed business with a fellow employee, Jos. G. Peppard, in 1887, which partnership continued 24 years. In 1911 he formed the Rudy-Patrick Seed Co., in which Roy A. Edwards succeeded him as president.

AMES, IA.—The annual meeting of the Iowa Seed Dealers Ass'n will be held Sept. 20 in the Memorial Union Building. The staff of Iowa State College will cover the afternoon program, and offer field inspection trips.

LINCOLN, NEB.—Dr. K. S. Quisenberry, director of the University of Nebraska small grain improvement program, has been appointed head agronomist of the U. S. Dept. of Agriculture division of cereal crops and diseases.

MINNEAPOLIS, MINN.—Stockholders of Northrup, King & Co., re-elected as directors C. C. Massie, L. M. King, C. A. Burnham, H. H. Williams, J. H. Withey and H. C. Fisher, and added J. B. Massie, John W. Mathys, C. A. Bush and Maurice Keating to increase the number to 10, who chose three new vice presidents, C. A. Burnham, H. H. Williams and Maurice Keating. J. B. Massie was made sec'y to succeed C. A. Burnham and John N. Garth was named assistant sec'y. C. C. Massie and L. M. King continue as pres. and vice pres.-treas., respectively. The firm's volume of business increased during the last five years 175 per cent.

WASHINGTON, D. C.—The 1946 production of mustard seed in Montana, California, Washington and Oregon is forecast by the Bureau of Agricultural Economics at 49,490,000 pounds of clean seed. If normal growing conditions continue and a crop of this size is attained, production this year will be 81 per cent larger than in 1945, and nearly one-fourth larger than the 1940-44 average. Altho the indication 1946 crop is larger than in recent years it is only two-thirds as large as the record of 73,055,000 pounds in 1941. In that year, North Dakota farmers were also growing mustard seed, whereas no important quantities of seed have been produced in North Dakota during the last two years.—U. S. D. A.

JACKSON, MICH.—The Isbell Seed Co. established in 1878, and the Rockafellow Grain & Seed Co., established in 1887, will conduct their future farm seed operations under the name of the Isbell Seed Co. The merged operations will be conducted at Jackson, with Arthur J. (Art) Goulet, vice-pres. and general manager of the Rockafellow Co., in charge of the field seed department, and Charles R. (Bob) Bourque, superintendent of Rockafellow Co. cleaning and processing department, in charge of the field seed cleaning and processing operations at Jackson. The consolidation of the operations of the two companies became effective on September 10, as announced by Chas. M. Carran of Detroit and Edwin R. Riethmiller of Jackson.

Will Grow Cumberland Red Clover

Virginia sources have agreed to supply Oregon with 5,000 lbs. or any other agreed amount of Cumberland red clover as foundation seed in a new production program on newly watered lands of Jefferson County.

Oregon State College advised a group of counties to specialize on the Northern Neck variety, with a goal of at least a carload a year of this seed in each county. There is a preference in the Southern States for this strain.—F. K. H.

Ohio Seedsmen Inspect Seed Plots

The Ohio Seed Dealers Ass'n held its annual meeting Sept. 5 at the farm of the Ohio Agricultural Experiment Station at Wooster, with about 50 in attendance.

Crop inspection tours were conducted forenoon and afternoon.

Luncheon at the Wooster Hotel was followed by a brief business session at which the following officers were chosen for the ensuing year: pres., Sheldon Ackerman, Lima; vice pres., Ralph Saunders, Tippecanoe, and sec'-treas., John S. Hirsch, Toledo.

Grass Seed Crop Reports

The U. S. Dept. of Agriculture makes the following reports:

AUSTRIAN WINTER PEAS. Production is estimated at 53,900,000 pounds, 30 per cent larger than last year's small crop, but 36 per cent below average. Larger prospective yields than last year offset the indicated 100 per cent reduction in acreage. For the first time, Idaho leads Oregon in the production of these peas.

COMMON RYE GRASS.—The record production in Oregon this year is estimated at 50.5 million pounds, compared with 39.5 million pounds last year and the average of 27.1 million pounds. Prospective production of perennial ryegrass is 4.7 million pounds—4 per cent larger than last year and 55 per cent above average.

VETCH SEED crop is expected to be slightly (1 per cent) larger than last year and 27 per cent above average. Hairy vetch production is estimated at 10,310,000 pounds—the smallest crop since 1938. The crop is about one-fourth smaller than last year and only two-fifths as large as average. Production of Hungarian vetch likewise is greatly reduced, but the common and Willamette vetch group is $2\frac{3}{4}$ times average and 6 per cent more than the large 1945 crop. California's purple vetch crop is one-seventh larger than last year and two-thirds larger than average.

WINTER CLOVER CROP seed production exclusive of crimson clover and lupine, is about 14 per cent larger this year than last and about 7 per cent above the 1940-44 average. The total production of these seeds—Austrian winter peas, vetch and ryegrass—is estimated at 190,410,000 pounds of clean seed, compared with 166,450,000 pounds last year and the average of 177,594,000 pounds. Increase over last year is attributed to larger acreage of ryegrass than last year more than offsetting reduction in acreage of Austrian winter peas. Acreage of all vetches was nearly the same this year and last.

LADINO CLOVER seed crop is expected to be a little smaller than last year. Production in California, Oregon and Idaho is estimated at 890,000 pounds of clean seed, compared with 995,000 pounds in 1945 and the 1940-44 average of 408,000 pounds. The smaller production than last year is attributed to the 17 per cent decrease in acreage, which more than offsets an expected 8 per cent increase in yield per acre. Of the 890,000 pounds indicated for this year, California accounts for 470,000 pounds; compared with 520,000 last year; Oregon 380,000, compared with 430,000 in 1945, and Idaho 40,000, compared with 45,000 in 1945.

WHITE CLOVER SEED CROP this year is indicated to be the largest ever produced. It is estimated at 3,080,000 pounds of clean seed, compared with 2,170,000 pounds last year and the 1940-44 average of 1,608,000 pounds. The 42 per cent increase over last year and the 92 per cent increase over the average are attributed to the larger acreage and also larger yield per acre. Increases in production over last year are most marked in Idaho and Tennessee. Only in Louisiana is production smaller this year than last. Acreage for harvest in the 6 important producing states, Louisiana, Mississippi, Tennessee, Wisconsin, Idaho and Oregon, is estimated at 22,700 acres. This is 12 per cent more than the 20,300 acres harvested last year and 20 per cent above the average of 18,970 acres. High prices for white clover seed received by growers in recent years and prospective good yields induced many growers to harvest a seed crop this year.

ALSIKE CLOVER.—An increase of 9 per cent over last year in the production is forecast. The production is estimated at 372,400 bus. (22,344,000 pounds) of thresher-run seed, compared with 340,300 bus. (20,418,000 pounds) in 1945, and the 1935-44 average of 304,290 bus. (18,257,400 pounds). The increase in production over last year is attributed entirely to this year's larger acreage. Larger crops than in 1945 are indicated for New York, Ohio, Indiana, Michigan, Wisconsin, Idaho and Oregon. Smaller crops are reported for Minnesota and Iowa. A total of 166,800 acres is estimated for harvest this year. This is 10 per cent more than the total of 152,000 acres harvested in 1945, and 18 per cent above the 10-year average of 141,470 acres.

Indiana Seedsmen Meet

Tully Crabbs of Crawfordsville presided at the meetings of the Indiana Wholesale Seed Dealers Ass'n held Aug. 23 in the Union Building of Purdue University at Lafayette, Ind.

Mr. Crabbs, who is now retired from the seed business, was made an honorary member. During the past year he was vice president.

OFFICERS elected for the ensuing year are: pres., J. A. McCarty, Evansville; vice pres., Guy Davis, Lebanon; sec'y-treas., W. F. Rus-sow, Ft. Wayne.

Keller Beeson of the University spoke on new crop varieties, Oliver Lee on weed killers, and A. S. Carter on seed law enforcement.

An inspection of the Purdue experimental plots was made during the afternoon under the guidance of Dr. G. O. Mott and Professor Mulvey.

TULELAKE, CAL.—A \$200,000 starch and glucose plant will be built by the Northwest Chemurgy Co-operative of Wenatchee, Wash., which will utilize cull potatoes. The plant will have an estimated daily output of 30,000 lbs. of finished product. The equipment can handle 200 tons of potatoes in three 8-hour shifts.—F. K. H.

RUSSIAN KALE is a new weed discovered and identified for the first time in Western Minnesota recently. Once established the weed will become one of the most difficult to control or eradicate in the state. The new weed is a member of the mustard family and resembles the common mustard. However, Russian Kale leaves and flowers are larger than mustard and unlike ordinary mustard its pods are lopsided.

SEED WHEAT PAWNEE

THE OUTSTANDING VARIETY
FOR THE HARD, RED, WINTER
WHEAT TERRITORY.

HIGH YIELDING—DISEASE AND
INSECT RESISTANCE.

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WE ARE BUYERS AND SELLERS OF
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Fodder Seeds, Sudan Grass, Soy Beans, Cow Peas

Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Hoyleton, Ill., Sept. 16.—On Sept. 12 we received a load of new crop soybeans. I believe this is the earliest we have ever received new crop beans.—Clover Leaf Elevator Co., B. K. Collmeyer.

Madras, Ore., Sept. 5.—Growers and warehousemen report car shortage may pose a problem for wheat storage here. Warehouses are full. Crop this year will reach 500,000 bus.—F. K. H.

Buffalo, N. Y., Sept. 3.—Eight Great Lakes freighters, loaded with approximately 2,500,000 bus. of grain, either were unloading their cargoes in Buffalo or were en route to elevators in the port today as the fall lakes grain movement got under way.—G.E.T.

Spokane, Wash., Aug. 28.—There will be a total of more than 5,000,000 bus. of wheat on the ground in the Pacific Northwest before the harvest is completed, because of car shortage, according to Pacific Northwest Grain Dealers Ass'n.—F. K. H.

Portland, Ore., Sept. 10.—Another week of restricted cash wheat trading in Pacific Northwest, because of car shortage and shipping regulations is reported. The CCC which has number one priority on all box cars accounted for most wheat shipments, moving to the terminal markets, altho cars were available for regular trade as well.—F. K. H.

Emporia, Kan.—The first load of soybeans was delivered to the Kansas Soybean Mills this season on Aug. 29, a full month earlier than the usual soybean deliveries the earliest delivery the mill has had in its six years of existence. It was brought in by W. G. Pearson, Neosho Rapids farmer. He said he would have had twice the 15 to 20-bu. yield if rain had been more plentiful.—G.M.H.

Quinn, S. D.—Olaf Tennyson, local elevator operator, estimated 100,000 bus. of wheat had been dumped on the ground in this area; Hans Hamman and Ralph Ivans, elevator operators at Wall, estimated 200,000 bus. of grain were on the ground in that vicinity, because of the boxcar shortage. Carl Ham, ass't Pennington County agricultural agent, reported after a tour of the county east of the Cheyenne River.—A.M.M.

Klamath Falls, Ore., Sept. 10.—Prices for Hannchen barley grown in the Tule Lake area soared to record heights in the past week. Winema farms have sold a large quantity of bulk barley for \$4.06 $\frac{1}{4}$ per hundred weight; the price including storage for nine months and loading. The grain will be stored at the Winema farms facilities at Malone. Pacific Co-op has paid \$3.80 per 100 wt. for another huge quantity of bulk barley, which is going into storage in warehouses at the old Jap camp, due to shortage of cars for immediate shipment.—F. K. H.

Ottawa, Ont., Sept. 12.—The following quantities, in bushels, of wheat and coarse grain were delivered from farms in western Canada the week ended Sept. 5: Wheat, except durum, 18,267,438; durum wheat, 754,356; oats, 3,666,461; barley, 4,701,857; rye, 376,064; flaxseed, 136,195; since Aug. 1, as compared with the similar period a year ago (shown in parentheses): Wheat, except durum, 41,369,750 (18,845,352); durum wheat, 1,330,362 (239,780); oats, 11,353,233 (12,099,979); barley, 13,234,182 (9,538,647); rye, 1,694,305 (669,772); flaxseed, 413,935 (191,752).—Herbert Marshall, O.B.E., Dominion Statistician.

Oswego, N. Y., Sept. 4.—More than 5,000,000 bus. of grain have been moved through the state elevator to date this year. If the present rate is continued for the remainder of the season the total will approach 15,000,000 bus., William Robinson, district engineer for the state Dept. of Public Works, predicted. This will fall far short of last year's record 20,000,000 bus. but will exceed other years by a very substantial margin. This year the carry-over from the previous season was very light thus dooming any possibility of a new record grain movement through the elevator and over the barge canal.—G. E. T.

Grain Carriers

WHEAT shipments thru the Sault Ste. Marie canal during 1945 amounted to 14,454,100 tons, against 12,226,567 tons in 1944, as reported by the Army engineers.

CHICAGO, ILL.—The next meeting of Mid-West Shippers Advisory Board will be held at the Palmer House on Oct. 4. Regular committee meetings will be held in dining rooms of the Traffic Club of Chicago the day previous.

WASHINGTON, D. C.—The senate small business sub-committee on Sept. 14 recommended the creation of a department of transportation, reorganization of the Interstate Commerce Commission, revision of taxes on carriers and designation of a system of cross-country highways unhampered by conflicting state regulations.

THE U.S.D.A. has lost its priority on cars for export grain. Amendment 4 to Service Order No. 454, suspends the operation of this preference order from Sept. 11 until Oct. 31, the effect of which is to remove such preference of the export program and permit the furnishing or supplying of cars for domestic movement.

O.D.T. figures show the number of cars of all types awaiting repair totaled 82,088 as of Aug. 3, 1946, or 4.7 per cent. The number is about double the November 1, 1942, wartime low point figure of 41,608 or 2.4 per cent. The 40,000 increase in the number of bad order cars since the wartime low point is about twice as high as the freight car shortage of 20,615 reported for the week ended Aug. 3.

PORTLAND, ORE.—Fred F. Keiser, associate ODT director, recently named a grain industry committee to carry on routine O.D.T. matters here concerning the freight car shortage. Chairman of the advisory group is Harold Sanford, manager of Continental Grain Co. Members are L. Corey, manager North Pacific Millers Ass'n; Clyde Kiddle, regional director Production & Marketing Administration, grain branch; Frank Clay, manager of the Portland Traffic Ass'n; Pete Stallcop, of Pacific N. W. Grain Dealers Ass'n, Spokane, and A. R. Mollison, service agent of the Interstate Commerce Commission. Mollison was instructed by Keiser to handle relations with the railroads.—F. K. H.

GRAIN and grain products loading during the week ended Sept. 7 totaled 42,746 cars, a decrease of 5,322 cars below the preceding week and a decrease of 8,752 cars below the corresponding week in 1945. In the Western Districts alone, grain and grain products loading for the week of Sept. 7 totaled 32,348 cars, a decrease of 3,216 cars below the preceding week and a decrease of 5,001 cars below the corresponding week in 1945, as reported by the Ass'n of American Railroads.

THE Chicago Board of Trade has petitioned the Interstate Commerce Commission for a suspension of the grain rate reductions to Peoria provided in tariffs 50 of ICC 3633 and 167 of ICC 3655, which will become effective Sept. 25 and Oct. 15, respectively. The board declared the two revisions are supposed to effect increases, but actually result in reductions. The Board of Trade asserts the tariffs fail to provide rates that are definite and certain, and are prejudicial to Chicago.

THE CROSSER Bill liberalizing the Railroad Retirement and Railroad Unemployment Insurance Acts was passed by the 79th Congress and signed by President Truman. Effective Jan. 1, 1947, this Act increases the A. T. & S. F. Ry. Co.'s payroll taxes approximately \$4,500,000 per year. This added tax burden (which becomes a charge ahead of interest, dividends, and many expense items) is fairly well illustrated by comparing it with the \$4,550,000 saving in annual interest charges accomplished thru reduction of the Company's indebtedness during the past five years. These added taxes just about cancel out everything gained by reducing debt \$103,946,616 since January, 1941.

THE INTERSTATE Commerce Commission on Sept. 11 held that the routes thru Michigan should be no longer than routes now maintained by way of Chicago, Peoria, or Indianapolis or Greensburg, Ind. and that joint rates should be established no higher than those employed through the Illinois region. The Commission decided, however, that combination rates on grain, shipped in carload, from Kansas City to Michigan for milling and thence to Cincinnati are not unreasonable or discriminatory. The complaint had been made in Docket 29360 by F. W. Stock & Sons, Amendt Milling Co. and Atlas Milling Co., charging that the railroads had failed to maintain through routes between Kansas City and Cincinnati by way of four Michigan points where the grain is milled in transit.

ON ACCOUNT of the seamen's strike the Ass'n of American Railroads embargoed rail shipments to ports on salt water, when for water movement beyond, effective Sept. 5. An exception was made for grain, soybeans and flaxseed. Later this exception was changed to read: "Grain, soybeans, flaxseed, malt, rice, in bulk when covered by permits issued by operator of elevator into which freight is to be unloaded."

AN EMBARGO on shipments of Pacific northwest wheat to coast terminals because of the maritime strike was announced by the Ass'n of American Railroads. Previously wheat had been exempted from shipment embargoes but it was said the ban was ordered by the ARR because shipside elevators were filling rapidly in Portland, Seattle, Tacoma, Longview and Vancouver, Wash., while the strike prevented loading ships.

Priority for Government Grain

Effective Aug. 28 the Interstate Commerce Commission amended Service Order No. 454, as follows:

(3) (1) From and after the receipt by a common carrier of notice from the Office of Defense Transportation that the U. S. Department of Agriculture has certified to it that a grain elevator served by such common carrier contains or possesses grain owned, or contracted for, by the United States which the Department has ordered shipped to a United States port on the Atlantic, Pacific or Gulf Coast for export for the relief program, and that a designated number of cars per day from such elevator so certified is necessary to meet the requirements of the Department of Agriculture, the common carrier shall not furnish or supply any car for the shipment from such elevator of any other grain until such designated number of cars has been supplied. During the said period, no such common carrier shall accept for transportation, or transport, from such elevator any car containing other grain until the designated number of cars has been supplied.

(ii) The provisions of paragraph (3) (1) of this order shall apply only at Sioux City and Council Bluffs, Ia., and at stations in the states of Colorado, Kansas, Missouri, Nebraska, Oklahoma and Texas.

Increased Demurrage Charges on Box Cars

The Interstate Commerce Commission, by Amendment No. 6 to Service Order No. 369, has further amended provisions of Service Order No. 369, as amended, to provide that penalty demurrage charges, as hereinafter set forth, shall be made effective at 7:00 a.m., Sept. 15, and continue in effect until 7:00 a.m., Dec. 18.

The effect of this amendment is to continue the penalty demurrage charges now applicable, until Dec. 18, as follows:

After the expiration of the free time (48 hours) allowed by tariffs lawfully on file with this Commission, the demurrage charges on a box car held for orders, bill of lading, payment of freight charges, reconsignment, diversion, re-shipment, inspection, forwarding directions, loading or unloading which is not released within the free time shall be:

\$ 2.20 per car per day for the first two (2) days;

\$ 5.50 per car per day for the third day;

\$11.00 per car per day for the fourth day, and

\$16.50 per car per day for each succeeding day.

The Average Agreement will be continued in effect subject to the limitation that only two debits may be offset with credits and two credits will be required to offset each debit.

The provisions of this order shall apply to intrastate as well as interstate traffic.

Service Order No. 369 does not apply to export, import, coastwise or intercoastal traffic, during the period such traffic is held in cars as ports for transfer to or from vessels or held at United States border crossings.—I. M. Hernon, Manager Transportation Department, Chicago Board of Trade.

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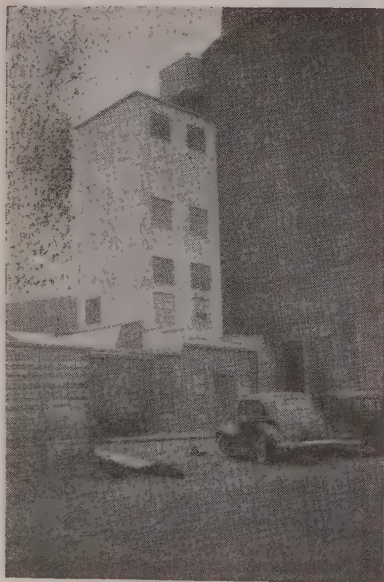
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Box Car Situation in Pacific Northwest

Spokane, Wash.—Pete Stallcop, sec'y of the Pacific N. W. Grain Dealers Ass'n, in a bulletin to members states:

The Commodity Credit Corporation has a quota of 12 cargoes of wheat for August, totaling 3 to 3½ million bushels that are to be shipped to Japan. So far, only 2 of these cargoes have been loaded. What does this mean to the grain trade? Just this—that ICC Service Order 454 will be strictly enforced until CCC has made these shipments. In other words, the only cars that will be available for grain shipment will be those that are carrying CCC wheat. In order for CCC to meet its requirements, it will take a minimum of 80 cars a day, and they have averaged only 25 per day so far this month, and the month is almost gone.

After ascertaining these facts and considering the fact that the western railroads are operating with only 60 per cent to 80 per cent box car ownership, while the eastern railroads are operating with 113 per cent of box car ownership, Mr. Keiser made the following recommendations to Col. Johnson:

"Everyone here is convinced that the institution of a Permit Plan on inbound grain would not be helpful. They are also agreed that an embargo by permit on outbound grain and grain products would not accomplish much, if anything, in car saving. The situation can be helped only one way: and that is by more cars.

"AAR advised that they are handling cars to the Great Northern, Northern Pacific, CM&St.P. and Union Pacific at various Eastern junctions at the rate of 1000 cars per day. Giving full consideration to imperative grain needs in the entire territory, I am of the opinion that 50% of these cars should be ordered delivered to Western junctions in train lots. These orders should remain in effect for a minimum of ten days to two weeks."

From Abroad

TURKEY has contracted to export 150,000 tons of wheat.

ARGENTINA has agreed to sell Uruguay 50,000 tons of wheat.

ARGENTINA will harvest an increased acreage of rye and barley in 1947.

HULL, ENG.—Spillers, Ltd., will rebuild their big mill destroyed in the war.

BELGIUM is inquiring for 12,000,000 bus. of wheat for immediate shipment from Canada.

THE BRITISH government has agreed to divert to India three ships with 26,000 tons of Canadian wheat.

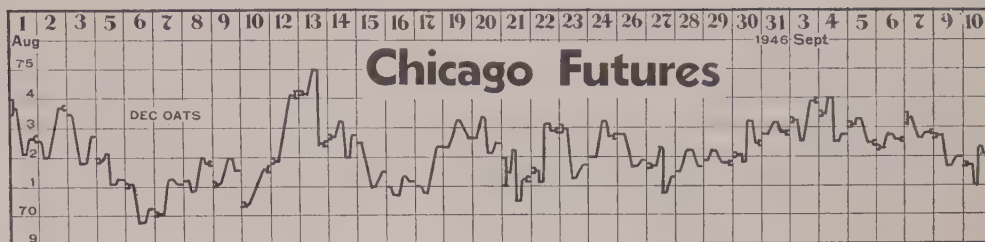
SHANGHAI reports the arrival of the first shipment of 8,500 long tons of wheat from the Argentine since the war began.

MORE CHALK will be mixed into British flour. The Food Minister announced that from Aug. 11 on the addition of *creta preparata* will be increased from 7 ounces per sack of 280 pounds to 14 ounces.

ARGENTINA has sold to the International Emergency Food Council of the United Nations 740,000 tons of linseed and other oils and by-products. Part of the purchase will be allocated to the United States.

ITALIAN government collectors of grain for the national pool have been attacked by peasants in Sicily, many being killed. Altho the government has raised the price the farmers can sell for more on the black market. If the collectors are opposed by the Black Hand or Mafia their lot is not to be envied.

EFFECTIVE Sept. 30 the British Government will abolish the navicert system of permitting ships to pass on the high seas. Certificates of origin, landcerts, and expasses no longer will be required. Trade is not free, however, buyers of corn in Europe being unable to contract with private United States exporters for deferred shipment since the United States government refuses to grant export permits, in advance. Also the International Emergency Food Council retains control over shipments on its reserved commodity list.



Washington News

FLOUR ceiling was raised Sept. 11 by the O.P.A. 20 cents per 100 lbs., to \$4.72 for bakers' flour at Minneapolis.

FLAXSEED ceiling was raised by the O.P.A. Sept. 6, 65 cents per bushel, to \$4, basis Minneapolis, effective Sept. 9.

DECONTROL petitions appealed from adverse rulings of the O.P.A. or the U.S.D.A. will be handled under a set of rules given out Sept. 6 by the Decontrol Board, designated as PDB-13.

CALIFORNIA feed men have appealed to the O.P.A. for a 30-day extension beyond Sept. 22 for Pacific Coast states to readjust recontrolled concentrates reverted back to June 30 ceilings.

A CARGO of Puerto Rican black strap molasses totaling 1,400,000 gallons will be sold to manufacturers for production of range cubes and pellets for range livestock feeding, the U. S. Department of Agriculture announced Sept. 16.

REDUCTIONS in the rice set-aside from 50 per cent in the South, and 70 per cent in California to a uniform 40 per cent applicable to both areas, were announced Sept. 19 by the United States Department of Agriculture as effective Sept. 1, 1946.

A DRY EDIBLE SMOOTH PEA goal of 390,000 acres for 1947 has been announced by the U. S. Department of Agriculture. In addition to this acreage it is expected that 90,000 acres of wrinkled peas will be planted for seed purposes.

SO MANY CHANGES have been made recently in the flour price ceiling level that we do not wonder that millers confess being confused both over what has happened and why it has happened. Probably the end has not yet been reached.—Millers National Federation.

WHEAT purchases by the Commodity Credit Corporation at Chicago, Kansas City and Minneapolis during the first week of buying at open market prices totaled about 8,600,000 bus. Buying at ceiling plus 4 cents ended Sept. 7. The C.C.C. now is paying 4 to 8 cents above the former maximum. For September the Government's export wheat quota is 22,000,000 bus.

A RYE goal of 2,425,000 acres for 1947 was announced Aug. 28 by the U.S.D.A.

BEAN ceilings were raised at country points \$1 to \$1.50 per 100 lbs. in a recommendation to the price administrator by the Dept. of Agriculture.

FEDERAL grades for milled rice have been revised, effective Sept. 4. The class Pearl milled rice has been divided into two classes—Southern Pearl and California Pearl. The double terminology of the numerical grade names has been simplified by deleting the descriptive terms in the grade names which were to a certain extent misleading as to their meaning. In the revised standards the grades above sample grade are designated by number only.

DELIVERY DATE under ceilings.—Dallas Regional and Washington General O.P.A. Price Attorneys have declared that under O.P.A. ceiling regulations delivery date means delivery of the commodity to the carrier and signing of the bill of lading by carrier, thus a car of millfeed shipped Aug. 31, or between June 30 and Sept. 3 would not be subject to O.P.A. ceiling regulations, but if you had such a car and not sold or delivered by you, you would doubtless have to observe the ceiling regulations in making your sales. Further interpretations have been requested. This interpretation naturally applies to all commodities under O.P.A. ceiling regulations.—G. E. Blewett, sec'y Texas Grain & Feed Dealers Ass'n.

Grain Sorghum Crop is Small

Washington, D. C., Sept. 10.—The U.S.D.A. reports the grain sorghum crop as 78,909,000 bus., against 95,599,000 bus. last year.

Indicated yield and production of grain sorghums, with comparisons, are here shown, by states:

	Bus Per Acre		*Production Bus		
	Aver.	Ind.	Aver.	Final	Ind.
	1935-44	1946	1935-44	1945	1946
Kan. ...	12.8	10.0	16,297	16,632	10,360
Tex. ...	16.0	14.0	47,179	60,921	51,268
Okla. ...	10.6	11.0	8,129	7,371	6,589
Colo. ...	10.5	11.5	1,740	2,759	1,725
Neb. ...	12.4	15.0	2,007	740	585
Mo. ...	17.1	20.0	1,122	435	900
S. D. ...	9.9	13.0	1,228	540	676
Ark. ...	13.6	17.0	149	216	221
N. M. ...	12.7	8.0	2,769	504	600
Ariz. ...	30.9	33.0	1,007	1,815	1,914
Cal. ...	35.2	37.0	4,741	3,515	3,959
U. S. ...	14.9	13.5	86,543	95,599	78,909

*000's omitted.

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Feedstuffs

DES MOINES, IA.—The annual convention of the National Mineral Feeds Ass'n will be held Oct. 10 and 11 at the Hotel Fort Des Moines.

ATLANTA, GA.—The Southern Feed Manufacturers Ass'n will hold its annual convention Oct. 21 and 22, with headquarters at the Andrew Johnson Hotel and business sessions at the University of Tennessee. No meetings were held during the war.

LOCKNEY, TEX.—The Denver Alfalfa Milling and Dehydration Co. here has closed for lack of hay, Manager J. D. Wood has announced. Alfalfa is in great demand due to the state-wide drouth, Wood said, and truckers are paying as high as \$35 a ton for hay in the field.—H. N.

CHICAGO, ILL.—Livestock and poultry feeders will have one-third more tons of valuable millfeeds per month beginning in September. This means that 150,000 tons of millfeeds which formerly were left in the dark flour every month, would again be available for animal feeding.—Walter C. Berger, pres. American Feed Mfrs. Ass'n.

CHICAGO, ILL.—The annual meeting of the Illinois Feed Ass'n will be held at the Congress Hotel Sept. 30 and Oct. 1. Among the speakers will be Ray Bowden of the Grain and Feed Dealers National Ass'n, Walter C. Berger, pres. of the American Feed Mfrs. Ass'n, Dr. Robert Graham, dean of the Illinois College of Veterinary Medicine, W. E. Carroll, acting dean of the Illinois College of Agriculture, Art Moore, farm paper editor, and Joe Meeks, sec'y of the Illinois Federation of Retail Ass'ns.

WASHINGTON, D. C.—A subcommittee of the Class A and B Office of Price Administration industry advisory committees on mixed feeds has recommended increased markups at wholesale and retail levels for all mixed feeds, following a two-day conference with OPA officials. A trade representative said that OPA has taken the recommendation under advisement, but that no decision is expected this week. Regardless of OPA's decision, it must receive final approval from the department of agriculture.

Retail Feed Business to Have Man on Staff of G. & F.D.N.A.

John Hinck of Corning, Ia., chairman of the retail feed committee of the Grain & Feed Dealers National Ass'n, recommended to the directors of that organization at the recent convention that a full time man be added to the Ass'n's staff to take care of matters affecting retail feed dealers and to maintain contacts with members in that category.

The board approved the suggestion.

Feed Movement in August

Receipts and shipments of feed at the various markets during August, compared with August, 1945, in tons, were:

	Receipts		Shipments	
	1946	1945	1946	1945
Baltimore	6,878	6,295	.....	.....
Chicago	33,436	40,789	40,088	61,032
Kansas City	1,110	2,040	23,910	35,790
Milwaukee	300	150	19,770	17,400
Minneapolis	.....	.....	60,660	83,160
Minneapolis*	2,765	3,780	4,585	7,070
Minneapolis†	.....	.....	41,700,000	14,400,000
Wichita	.....	.....	11,188	8,298

*Screenings. †Linseed meal.

Recontrol of Feeds

Effective Sept. 3 control was resumed on cottonseed meal, soybean meal, hominy feed, linseed meal, gluten feed, mill feeds and oat mill byproducts at ceilings unchanged from June 30 levels for processors but somewhat higher for resellers because of new legal requirements.

These feed byproducts were decontrolled by the price control act and were ordered recontrolled by the Price Decontrol Board.

At the same time, OPA announced the same kind of increases in resellers ceilings, also effective on Sept. 3, for these other feed byproducts, which were not decontrolled: minor protein meals, beet pulp, peanut meal, distillers' dried grains, fish meal, meat scrap and brewers' dried grains.

The higher reseller ceilings are in the form of increased dollar-and-cent mark-ups for wholesale and retail handlers of the feeds. These new mark-ups will give these handlers a margin equivalent to their March 31, 1946, percentage margins, as required by the new price control law.

The resulting increases in retail prices for the feeds will vary according to the number and type of reseller handling each shipment and according to increases that have taken place in producer prices for the various items since March 31, OPA said. The order reads:

Sec. 9. Maximum prices for sales by jobbers of sacked wheat millfeeds. (a) The maximum price for sales of wheat millfeeds, sacked and shipped in carload quantities or mixed cars by a jobber shall be 75c per ton above the maximum price for a like sale of a like quantity at a like destination by a miller as set forth in sections 7 or 8 hereof.

(b) The maximum price for sales of wheat millfeeds, sacked and shipped in less than carload quantities or in pool cars by a jobber shall be \$1.25 per ton above the maximum price for a like sale of a like quantity at a like destination by a miller as set forth in section 8 hereof.

Sec. 10. Maximum prices for sales by wholesalers of sacked wheat millfeeds. The maximum price for the sale of wheat millfeeds, sacked, by a wholesaler shall be \$3.15 per ton over the maximum price for a sale in carload quantities by a miller (or a jobber if purchased from a jobber) at wholesaler's warehouse as the destination as above set forth plus the transportation charges actually incurred by the wholesaler from his said warehouse to the destination, that is, his buyer's receiving point.

Sec. 11. (a) The maximum price for the sale of wheat millfeeds, sacked, by a retailer shall be \$5 per ton maximum markup over the maximum price which could lawfully have been paid the miller, jobber, or wholesaler for the quantity purchased or delivered by said persons to said retailers at retailer's store or place of sale as the destination as above set forth (from out of which lot the sale or delivery to the retailer's customer is made) plus the transportation charges actually incurred by the said retailer from his said store or place of sale to the destination, that is, his buyer's receiving point.

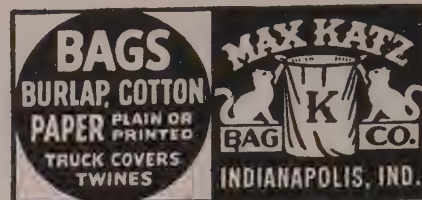
Higher resellers margins also are allowed on most other protein feeds, the exact allowance to be reported later.

AN EMERGENCY allocation of lumber to build corn cribs in six midwestern states has been promised by the Civilian Production Administration.



Corn Gluten Feed, Corn Oil Cake Meal,
Brewers' Dried Grains Malt Sprouts
ANHEUSER-BUSCH, INC., ST. LOUIS

BLOOMINGTON, ILL.—Corn cob grits from the F. S. & W. Cob Products Co., of Bloomington, were shipped to Cleveland, O., for a Cleveland rubber concern that uses soft grit made from cobs in airblast cleaning of moulds for rubber.—P. J. P.



**NATIONAL ALFALFA
DEHYDRATING & MILLING CO.**
LAMAR, COLORADO
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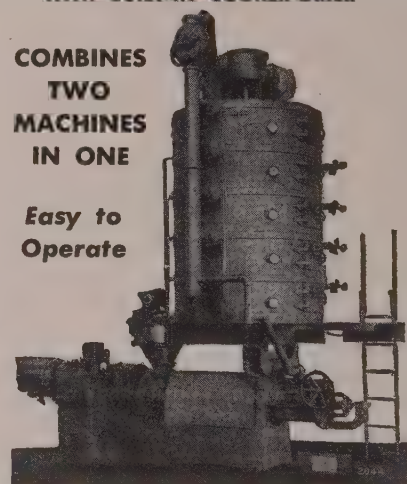
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CORNGERM, FLAXSEED, COTTONSEED, ETC.
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WITH BUILT-IN COOKER-DRIER

COMBINES
TWO
MACHINES
IN ONE

Easy to
Operate



COMPACT EFFICIENT
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Feed Industry Program of Grain and Feed Dealers National Ass'n

At the convention of the Grain and Feed Dealers National Ass'n held at Chicago in the Stevens Hotel part of Thursday afternoon, Sept. 5, was devoted to the Ass'n's feed industry program.

J. P. PARKS of Kansas City, Mo., acted as chairman of the meeting, with John Hinck of Corning, Ia., as co-chairman. Mr. Parks said: It is too bad all of you can not attend the session of the National Feed Distributors Committee. The committee has been so active it has been necessary for me to have a body guard. I have chosen John Hinck.

"The Distributors Committee adopted a resolution that the feed distributors of the United States express to Ray Bowden their appreciation of his help in solving important problems.

"A resolution was unanimously adopted opposing the present millfeed restriction quotas on feed manufacturers.

"A resolution was unanimously adopted opposing present ceilings of ALL feeds and by-products.

"All distributors will be solicited for suggestions before changes are made in the trade rules.

"In our meeting there was considerable discussion of the status of present open contracts. There is very likely to be serious repercussions later.

"In our meeting it was decided to continue the publication of our roster of about 240 firms. About 100 applicants were considered not qualified as distributors.

"In the past two years we have enjoyed an independent fund. This jobbers' fund has not been depleted, but it was decided to deplete when necessary, and not attempt to rebuild it. I hope it will not be necessary."

EUGENE C. DREYER, St. Louis: When the feed trade rules are amended we can put in the new roster.

JOHN HINCK: The retail feed committee has lain dormant. This year we had a meeting.

Dr. CLIFF CARPENTER of Chicago, pres. of the Institute of American Poultry Industries, read a paper on "Our Stake in Farmer's Welfare," which is published elsewhere in the number.

C. DEAN McNEAL, director of the Food Price Division of the O.P.A.: "I am not pessimistic about private industry as long as you have groups like this willing to take their coats off and go to work. After Aug. 20 we had to prepare a large number of temporary regulations. In dry and wet corn milling we thought it necessary to install temporary higher ceilings.

"It is possible that some ceilings will be raised for production reasons.

"The new act provides for decontrol. June 30, no later, the O.P.A. shall be abolished.

"Before Apr. 1 the President is to certify what certain commodities are in critical condition.

"Aug. 20 the decontrol board announced the first findings. I think they did a very good job.

"The Board acts as a final board of review. An industry advisory committee can petition the Secretary of Agriculture to remove such ceilings. He has 15 days to act and certify to the decontrol board. If unfavorable he has to present to the advisory committee the refusal and the reasons. The Secretary has 30 days to give hearings to the industry. No new petition may be filed on the same commodities within three months.

"The Secretary must on the first of each month list commodities that are in short supply. If left off that list it is automatically off

control. While the Sept. 1 list did not except any commodities except hay and alfalfa meal, they will be left off the list.

"What is an 'agricultural commodity'? Any farm grown commodity for which a parity price has been figured.

"O. P. A. cannot initiate decontrol actions. Seems probable there will be several decontrol orders. Old man weather has done a good job.

"Sec. 6 provides 1940 as base price level shall be maintained, plus the average increase in manufacturing costs.

"Hardly a week has passed that some person does not come into our office and say 'We should be taken off control; and the control should be left on our suppliers.'

"Some who want control continued, six months later say they want it off, and without showing that conditions have changed."

The feed group voted to appoint its own committee to study any proposed changes in national trading rules. A. L. Stanchfield of A. L. Stanchfield & Co., Minneapolis, was named chairman of this committee. Other members named include E. C. Dreyer, Dreyer Commission Co., St. Louis; C. J. Martenis, C. J. Martenis Grain Co., New York; and Vernon Green of Green-Mish Co., Inc., Washington, D. C.

CANADA is offering wheat to the United Kingdom at \$1.80% for No. 1 Manitoba (f.o.b. Baltimore), whereas the CCC is paying around \$2.11% for United States wheat, presumably for UNRRA account.

Hay Movement in August

Receipts and shipments of hay at the various markets during August, compared with August, 1945, in tons, were:

	Receipts		Shipments	
	1946	1945	1946	1945
Baltimore	1,005	257	992	...
Chicago	2,353	3,198	530	355
Ft. Worth	330	286	...	...
Kansas Ctlly	8,802	11,322	4,248	7,560
Seattle	1,287	737	...	...

Use of Milling Wheat in Feed

Effective Oct. 1 feed manufacturers will not be permitted to use any wheat of milling quality in mixed feeds except the following western states where 40 per cent of total grain used may be wheat of milling quality. These states are California, Idaho, Nevada, Oregon, Utah, Washington and that part of Montana south of the main line of the Chicago, Milwaukee, St. Paul & Pacific R. R. or west of the continental divide. The use of non-milling wheat in the manufacture of feed is restricted in all areas only by the limitation contained in WFO 145. Milling quality wheat is wheat eligible for loan.

Millfeed Use Restrictions Abolished

The U. S. Department of Agriculture Sept. 5 announced issuance of Amendment 11 to War Food Order 9, effective Sept. 1, discontinuing (1) the limitations on receipts of wheat millfeeds and (2) restrictions on the use of such products in the manufacture of mixed feeds.

These limitations had been put into effect April 1, through Amendment 6 of War Food Order 9, as a part of the Department's program to effect equitable distribution of byproduct feed for livestock and poultry.

Removal of the restrictions has been made possible by the discontinuance on Sept. 1 of requirements that millers use an extraction rate of 80 per cent in the production of wheat flour.

The customary extraction rate is approximately 72 per cent. Discontinuance of the 80 per cent requirement will make available a proportionate increase in the production of millfeeds which are the byproduct of flour manufacture.

Also discontinued are the requirements that suppliers of millfeeds be furnished a certificate of order compliance by persons receiving the millfeeds. Such certificates, however, will continue to be required in the case of deliveries of protein meal and urea to all persons other than feeders.

The use of wheat millfeeds by mixed feed manufacturers will still be subject to the provisions of War Food Order 145 which prohibits a feed mixer during current months from using more than 85 per cent of the grain, grain products, and grain byproducts which were used during the corresponding month of 1945.



PILOT BRAND Oyster Shell Helps to "Keep 'em Laying!"

OYSTER SHELL PRODUCTS CORP., ST. LOUIS 8, MO., NEW ROCHELLE, N. Y.

Your Stake in Farmer's Welfare

By CLIFF D. CARPENTER, pres. Institute of American Poultry Industries, before Grain and Feed Dealers National Ass'n

You have the greatest number of sales outlets in basic agriculture. Everyone of the 6,000,000 farmers in America use your products in one or more forms. Once the grain or the feed is on the farm you padlock your profits only if the feeder secures satisfactory results. If he fails to get good results from feeding your materials, it may not be your fault. There are many, many slips between

feed purchases and livestock and poultry sales; but it makes little difference to the success of your business what his reason is for not continuing to trade with you. It is so much less expensive to retain a feed account than it is to find new ones.

POULTRY A LARGE INDUSTRY—Recent estimates of the U.S.D.A. show that the cash income from poultry and eggs in this country has reached \$3,000,000,000. This amount is larger than that received by farmers from any other source except dairy products and livestock. Historically poultry and egg income has exceeded livestock in some years. It is larger than the grain, tobacco, or cotton income. We have had a phenomenal expansion during the past few years and today this cash income is more than double what it was a few years ago.

GREATER TONNAGE of manufactured poultry feeds is used by American farmers than any other, and so a serious part of your stake in the farmer's welfare, both the farmer who grows the grains and the farmer who uses them, is to consider what you can do, and activate a program, to retain this \$3,000,000,000 cash crop.

EGG CONSUMPTION.—First let's examine what happens when folks eat less eggs. A per capita consumption of 360 eggs in 1947 is now estimated. Suppose each person in the U. S. eats 359 eggs, just one egg less than the estimate. The "loss" to your business overall, would be 75,000 tons of feed on a per capita basis. This loss results when each person eats only one egg for breakfast instead of two, not each day but only in one day in the year. Or when one egg is used in a two-egg cake, not every day in the year, but only once during the year.

Other "losses" that result from a per capita drop of only 1 egg include 3,000,000 baby chicks, 1,250,000 laying hens, and 1,000 carloads of eggs. Prior to the war our per capita rate was about 290 eggs. Feedwise, a drop of 70 eggs (were we to return to 290) would mean a "loss" of 5,250,000 tons of feed. Fortunately, the program of the Poultry and Egg National Board is reaching millions of housewives, and keeping poultry and eggs before the consuming public as never before. The grain and feed industry is rallying to the cause in this vast program, but much, much more remains to be accomplished. Teamwork is getting the job done and similar teamwork licks other problems of this industry.

SUPPORT POULTRY PROGRAM.—In addition to supporting the Board's program, grain and feed dealers have many other opportunities of helping themselves. Attend farm meetings and become more familiar with farmers' problems. You will find it a simple matter to help if you know their problems intimately.

JOIN with other allied industries and services in your community to promote agriculture. In one egg-conscious community in an eastern state which is a marketing center for more than 3,000 farmers, the entire community became interested in maintaining egg quality. A bank displayed an egg cooler, the lumber yard supplied sawed-to-measure boards for farm assembly of a 3-basket cooler, the hardware store stocked upon electric fans and stove-pipe, the farm machinery dealer took orders for a deluxe allmetal cooler, and the electric light company disclosed that the poultry farmer gets back nearly \$100 for every \$1 invested in power for egg cooling.

PROMOTE BETTER QUALITY.—One producer whose eggs make the top grade reported that on his 3,000 bird flock his cooler helped him make nearly \$500 extra a year (during OPA), and he spent less than \$100 on the cooling equipment. The banker said

he wasn't just interested in lending money to farmers to build or buy egg coolers; but in the long term betterment and prosperity of the local egg producers, and that even an extra penny a dozen added \$50,000 to \$60,000 to the agricultural income in this area every year. When supply catches up with demand, their local reputation for quality eggs may mean the difference between a market and no market. A splendid example of teamwork.

Unite with the hatcherymen, the poultry and egg processor, the veterinarian, the county agent, the Vo-ag teacher and others in attacking common problems, such as, improving the efficiency of the soil, livestock and poultry breed improvement, better feeding methods, and disease control.

A good demonstration of what can be accomplished is the results obtained when poultry leaders from all over the country responded to government's call for a national poultry conservation program during the war, resulting in an extra income of 77,000,000 dollars to the poultry farmers, but probably the most important result was the crystal clear demonstration that real teamwork leads to unusual accomplishment, and that "the job can't be done alone."

A somewhat similar effort is underway in attacking the problem of Newcastle disease in our nation's poultry flocks. A seventeen man committee is holding a series of meetings and offering their recommendations for guidance at state and community levels. The feed industry is represented on this committee.

THE FEED DEALER already has demonstrated the value of salesmen trained in assisting farmers with their feeding and management problems. Many have trained service men who do no direct selling, but spend their entire time in helping farmers. Such a program is especially profitable where poultry, dairy, and hogs are important crops.

Some say we have too many eggs and poultry in storage, but if meat remains scarce the public will be grateful for a sizeable amount of these products.

Our livestock and poultry mortality rate, and our loss of production from unthriftiness are too high; but by establishing field service programs to help the farmer, by the simple expedient of applying known facts to the everyday farm routine of management, the mortality rate in our poultry flocks can be reduced one-half. This could be accomplished in one year, if adequate programs were activated by industry, implemented by Federal and state agencies, and by educational groups.

THE AWAKENED INTEREST in pursuing practical research is heartening. An example is the recent \$25,000 support voted by the Institute of American Poultry Industries to advance the date when the improved White Plymouth Rocks, resulting from 7 years of progressive research at Kansas State College, will become generally available to poultry farmers.

The 3-year Chicken of Tomorrow Contest sponsored and financed by the Great Atlantic & Pacific Tea Co. is well under way, with the conclusion of the first year tests almost at hand.

The Institute, along with the Poultry & Egg National Board, is supporting a project at the University of Illinois, to investigate the possibilities of a certain factor or factors in grasses which have been demonstrated of value in greatly reducing the incidence of blood spots in eggs. The economic loss from blood spots alone is estimated at a minimum of \$54,000,000 annually, and the reduction in egg consumption occasioned by housewives finding blood spots in fresh eggs is probably more than this great sum.

These are only a few examples of progress in the right direction—a few good signs on the highway to the future.

The Bureau of Agricultural Economics reports that, compared with pre-war years, we have today more folks with middle-sized incomes. This argues in favor of more money being spent for more and better food, and

CHECK YOUR FORMULAS with Laboratory Analyses

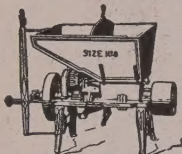
Protein, Fat, and Fibre
—Feed or Grain—
Analyzed at
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"Runyon Analyses Help Sell Feeds"

BOWSHER Crush Grind Feed Mills' Mix

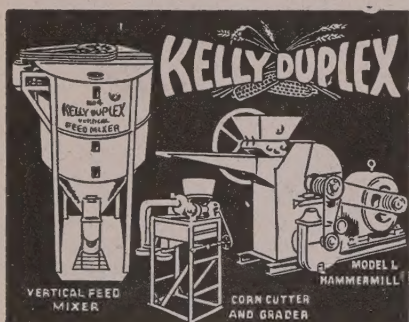
Rapidly crush ear corn (with or without husk) and grind all the small grains; either separately or mixed—mixed as they are being ground — not before or after. This saves time and labor.

"COMBINATION" MILLS



Use the famous Cone-Shape burrs. Light Draft. Large Capacity. Solidly Built. Long Life. Special sizes for the milling trade. Sacking or Wagon Box Elevator. Circular on request.

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One Machine or Complete Feed Mill Equipment

● Kelly Duplex, with more than 60 years experience, is well equipped to help you plan and to build the mill machinery you need. They will be glad to help you with your problems. Whether you are purchasing only one machine or equipping a mill complete, get suggestions and estimates from Kelly Duplex.

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The DUPLEX MILL & MFG. CO.
SPRINGFIELD, OHIO

thus has a very direct bearing on your enterprise.

When your customer says, "I like to trade where I'm well treated," he means he likes to deal with firms that take an interest in his problems and aid in their solution. Thus a field service program to your customers is one of the choicest "business getters" available to the feed industry.

Those of you who sell manufactured feeds must realize that filling a farmer's feed order is only part of the sale: modern merchandising requires service with sales so that the feeder will get the profit, the pride and the convenience you promised him.

Is your stake in the farmer's welfare large or small? Do you think you can separate your business from the economic welfare of all agriculture—the consumer of your products? Only you can answer these questions.

Program of Cornell Nutrition Conference

H. H. Mitchell, professor of animal nutrition of the University of Illinois, and R. V. Boucher, professor of agricultural and biological chemistry from Pennsylvania State College, are the two out-of-state speakers participating in the Cornell Nutrition Conference for Feed Manufacturers, according to the Cornell committee in charge. The meeting is scheduled for the Onondaga Hotel in Syracuse, N. Y., on Nov. 7, 8 and in Ithaca, N. Y., on the 9th.

Professor Mitchell, who has made extensive studies on the nutritive value of proteins, and on the energy and mineral requirements of farm animals as well as on the protein and energy values of farm feeds, will speak on the topic "Some Recent Developments in the Mineral Nutrition of Farm Animals." Professor Boucher, chairman of the National Research Council's committee on feed composition tables, is to discuss that committee's plans and call for comments and suggestions. He will also speak on the topic "Recent Developments in Turkey Nutrition."

According to the committee, the 1946 program is designed to assemble some of the outstanding developments in nutrition and the feeding of farm animals that have occurred during the war period.

Other speakers listed on the 3-day agenda are Miss Lorraine Gall, of the Yale Medical School, who will report on work recently completed at Cornell. Her subject is to be "Micro-Organisms in the Rumen of Cattle and Sheep." F. B. Morrison will discuss "Wartime Advances in Animal Feeding," L. C. Norris has the topic "Factors Affecting the Utilization of Phosphorus by Poultry," and C. M. McCay will conduct a round table discussion on "The Nutrition of the Dog."

Other speakers on the well-rounded program are Dean W. I. Myers, L. C. Cunningham, L. A. Maynard, G. W. Salisbury, A. A. Spielman, J. K. Loosli, H. H. Williams, S. A. Asdell, G. F. Heuser, and M. L. Scott.

LLOYD S. RIFORD, chairman of the American Feed Manufacturers Ass'n and pres. of the Beacon Milling Co., is to be toastmaster at the evening banquet on Friday, Nov. 8. Details of the banquet program are to be announced later.

In addition to the wide variety of subjects directly related to nutrition, the committee has planned discussions of related topics of general interest to feed men.

Third day of the conference, Saturday, Nov. 9, will be in Ithaca with a number of tours and discussions scheduled before the reunion luncheon at the livestock pavilion. Feed manufacturers attending the conference are being given an opportunity to get tickets for the Cornell-Syracuse football game which is to be in Ithaca that afternoon.

The Cornell committee in charge of arrangements is: E. I. Robertson, chairman, L. C. Norris, G. F. Heuser, W. T. Crandall, A. A. Spielman, and C. M. McCay.

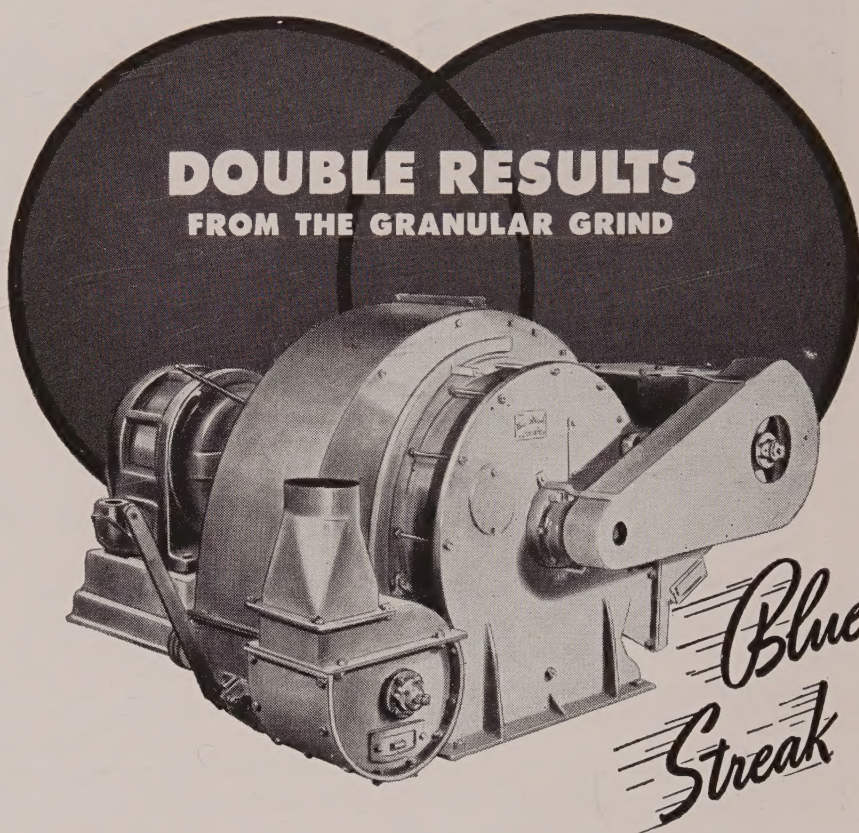
Poultry Feeds and Feeding

SEATTLE, WASH.—The annual meeting of the Washington Baby Chick Ass'n will be held Oct. 30 and 31 at the New Washington Hotel. The Washington Junior Poultry Exposition will be held Nov. 1, 2 and 3 at the Civic Auditorium, and is actively supported by the Washington State Feed Ass'n. All feed men are invited to attend.

OLYMPIA, WASH.—Feed shortages early this year, have resulted in a 20 per cent drop in turkey production in the state, director of Agriculture & Marketing Fred Martin states. An estimated one million 310 thousand birds will be produced this year, as compared to 1,637,000 last year, when an all-time high was set.—F.K.H.

WASHINGTON, D. C.—The Federal Trade

Commission charges that the "use of Purina Startena by any poultry producer cannot be relied upon to cause the continued life of 99 out of each group of 100 chicks, or any certain number out of a given group of chicks; nor can 10 per cent or any percent greater growth be expected in chicks by only improving the feed. There are other factors that are of such importance to the health and growth of chicks that their continued life and growth cannot be attributed to the use of a particular feed or the feed of a particular manufacturer. The use of poultry feeds or rations other than Purina Layena will not result in the production of eggs of inferior quality, with yolks that vary greatly in color and food value and with whites that are thin and watery."



Feeding Value

Farmers and feeders are learning more about the value of right type of grind. They know that a mealy, granular grind is more easily digested—higher in feeding value.

Mixing Quality

The quality of the Blue Streak Grind is especially valuable when mixed with supplements. The mealy, granular grind, free from flour, mixes smoothly and easily throughout the batch. Only Blue Streak Mills produce the truly granular grind.

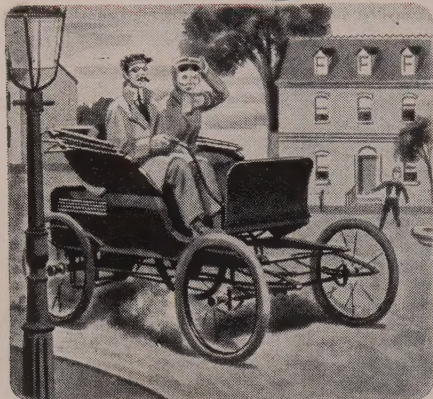
PRATER PULVERIZER COMPANY
1825 SOUTH 55TH AVENUE CHICAGO 50, ILL.

Blue Streak MILLS		PLEASE SEND INFORMATION ON EQUIPMENT CHECKED	
<input type="checkbox"/> Corn Cutter	<input type="checkbox"/> Blue Streak Standard	<input type="checkbox"/> Blue Streak Streamliner	<input type="checkbox"/> Twin Spiral Mixer
<input type="checkbox"/> Blue Streak Advance			
Name	Address		
City	State		
THE MILL THAT PRODUCES THE GRANULAR GRIND!			

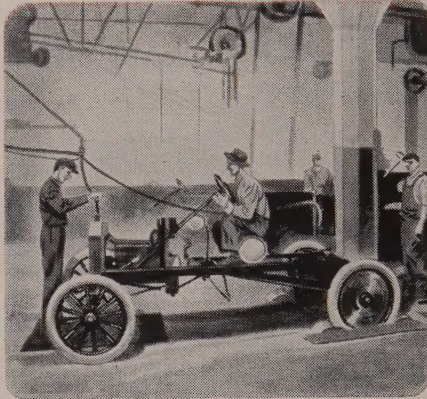


Old Reliable Red Band Says—

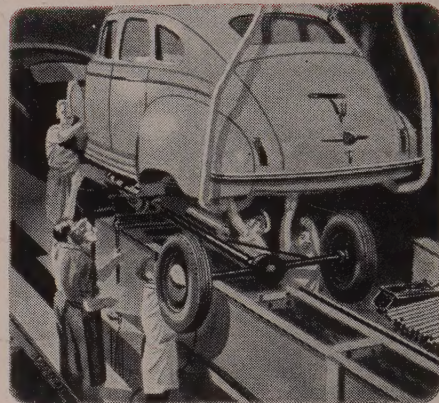
"Remember when horseless carriages were made by hand?"



1 In 1897, automobiles were put together with screw drivers and wrenches. Machine tools for the growing industry soon appeared. But parts made on these machines still had to be assembled by hand—it took a lot of "tinkering" to make them fit.



2 In 1913 came the first moving assembly line—the forerunner of modern mass production. It eliminated the back-breaking labor of carrying parts from machine to machine, then to assembly point. Now, the work, not the man, progressed from operation to operation.



3 Today, electrical horsepower not only runs all assembly lines and conveyor systems, but also operates machine tools. Since 1915, Howell has specialized in making industrial type motors for these tasks in the automotive and many other industries.

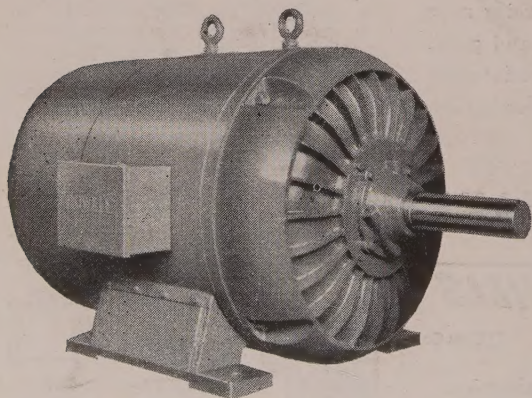
Have you a hard job for Horsepower?

For *tough* jobs, an industrial type motor is just the ticket! For 30 years, we've been building Howell industrial motors to operate under the grueling conditions found in the automotive, machine tool, food, dairy and other important industries.

Howell Motors are first choice in a score of industries because: (1) They are precision-built of the finest materials,

with copper or bronze rotors, and completely insulated. (2) They are smooth-operating—statically and dynamically balanced. (3) They are designed for the toughest tasks in industry—consequently they perform better on *all* jobs.

See the nearest Howell Representative for your needs in specialized or standard motors up to 150 h.p. Remember, you pay no more for industrial type Howell Motors—and always get top quality for your money.



Howell Enclosed, Fan-Cooled Motor—Type K, available through 125 h.p. Also a wide range of other Howell industrial type motors up to 150 h.p.

HOWELL MOTORS

HOWELL ELECTRIC MOTORS CO., HOWELL, MICH.

Manufacturers of Quality Industrial Type Motors Since 1915

